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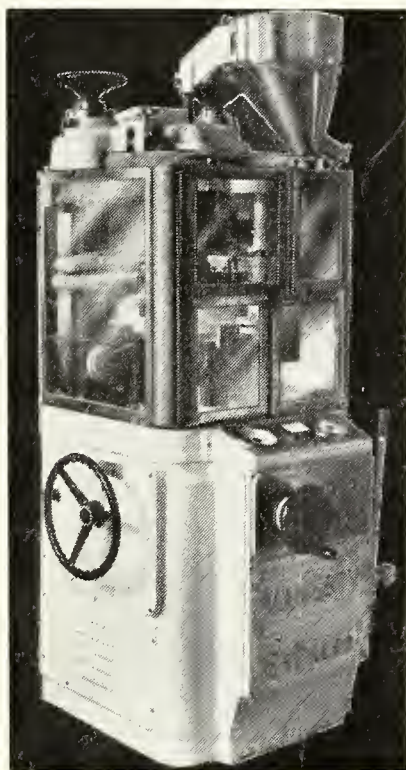
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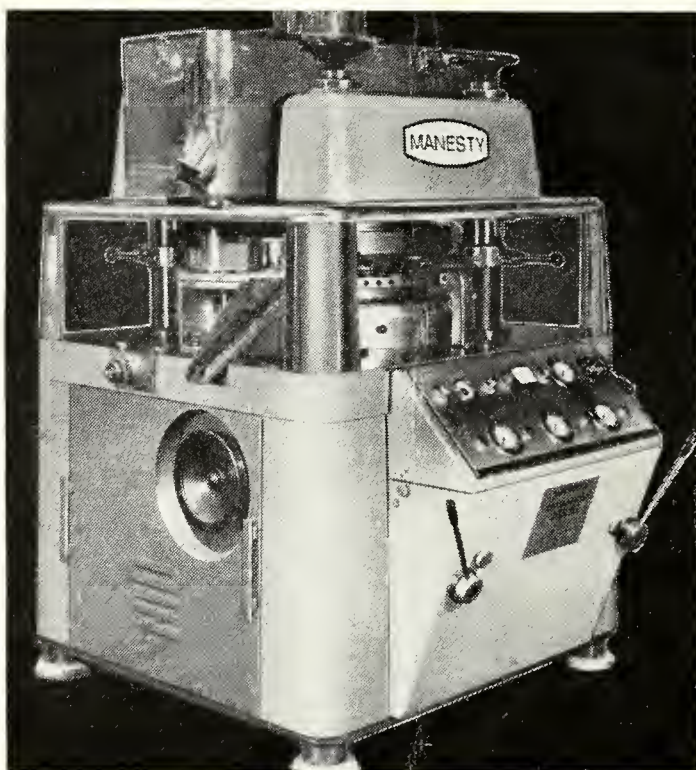


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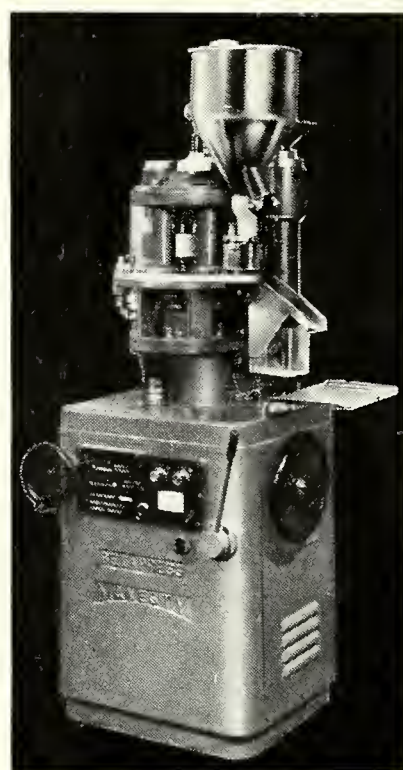
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# CHEMIST & DRUGGIST

113th year of publication Vol. 198 No. 4816

The newsweekly for pharmacy

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A Benn Group Journal



On the site of this pharmacy a few months ago was the front garden and house of a pharmacist (see p 15)



# Irish pharmacy eager to learn from Europe

Irish pharmacists are enthusiastic about joining the European Economic Community, Mr R. J. Power, president of the Pharmaceutical Society, said in Brussels last week when signing the convention that creates the Community's pharmaceutical group.

"We have much to learn from you—we hope we have something to offer in return," Mr Power added.

A special meeting of the Council of the Society had been convened to consider the draft directives relating to pharmacy produced by the Commission of the EEC. "We had no hesitation in giving our support in principle to the ideals underlying the Commission's proposals. We are aware of the formidable difficulties which have to be overcome before harmonisation is achieved.

"On the one hand we have powerful commercial interests who naturally will oppose any change in the established system; on the other we have to convince the State and the public that control of medicines by pharmacists from the manufacturing laboratory to the patient is in the national interest.

"My colleagues are satisfied that the problem of a common educational policy will not be too difficult to overcome. Perhaps the great challenge we face is concerned with a planned pharmaceutical service. In a country like Ireland, with its relatively low population density, it is essential that a form of planned distribution of pharmacies is put into effect if we are to ensure that every citizen—even those in remote areas—shall enjoy a full pharmaceutical service."

Referring to pharmacists' involvement in the new Health Service, Mr Power was convinced that their remuneration by professional fee would do much to enhance their professional image.

Jointly representing United Kingdom interests at the signing were the Pharmaceutical Societies of Great Britain and Northern Ireland, and the National Pharmaceutical Union. Mr J. P. Kerr, president of the GB Society, signed the documents.

Only one "spokesman" is allowed for each delegation and his identity is now under discussion.

## Mr & Mrs Adams Funeral service

A large congregation attended the funeral service held at Hampstead Parish Church on Wednesday morning for Mr & Mrs F. W. Adams who, as reported last week, were killed in the Trident air crash.

In addition to the family, the mourners included pharmacists from all sections of the pharmaceutical profession—past and present members of the Pharmaceutical Society's Council, members of the Executive of the National Pharmaceutical Union, schools of pharmacy, the pharmaceutical industry, the Department of Health, Executive Councils, and the pharmaceutical Press.

## Blood pressure machines—their ups and downs

Automatic slot machines for measuring blood pressure are yielding high profits in Italian pharmacies.

A report recently in the *Medical News-Tribune* refers particularly to pharmacies in resorts where holiday makers are found queueing to measure their blood pressure.

Takings from each machine, especially in places like Rapallo and San Remo, can reach £100 a month.

The Government approved a Bill allowing installation of the machines in 1960.

Because of the upsurge in their use doctors and representatives of various pharmaceutical organisations are pressing to have them banned. Resistance to them is strong in Milan. The city's Order of Pharmacists has been against the machines.

A spokesman said: "It's a medical field, and it shouldn't be infringed by persons who do not really understand what blood pressure entails."

Milan doctors say they are ready to take action if any more of the machines appear in the city.

□ 100 World Health Organisation staff members recently participated in a trial on self-measurement of blood pressure on semi-automatic machines. The work was done in preparation for the introduction of self-measurement in community studies.

One conclusion from the study was that a person's fear of high blood pressure may be lessened by knowledge of the large variation of his pressure during the day.

WHO suggest that the method may become a routine check performed by the individual, similar to the measurement of body weight.

## NHS boundaries as forecast

Boundaries to be laid down under the reorganised National Health Service will be the same as those for the new non-metropolitan counties and districts, Sir Keith Joseph, Secretary for Social Services, told the Commons on Tuesday. He envisaged no departure from the principle stated in the consultative document.

Consideration of the boundaries within London, however, was not yet complete.

Sir Keith said he would issue guidance on the management arrangements that should apply where health catchment areas overlapped with new boundaries, when he had received advice from the current NHS management study later this year.

"Administrative boundaries will not be allowed to restrict the freedom of patients to go to the practitioner of their choice and the most appropriate hospital."

## Prostaglandin licences

Mr William Small this week asked the Secretary for Social Services what steps have been taken to ensure the acceptance for prescribing of prostaglandin, manufactured in the United States for use in Great Britain.

In a written Parliamentary reply, Mr Michael Alison, Under Secretary, replied that applications for product licences for several prostaglandin preparations were under consideration by the Committee on Safety of Medicines for use in hospitals and specialised clinics on prescription only.

## Back-to-normal for Belfast wholesaler

Harold Mitchell & Co Ltd, the Belfast wholesale chemists, are back in business after their premises were totally destroyed by a bomb blast and fire two months ago (*C&D*, April 29, p589).

After wrangling with the NI Ministry of Commerce, Mitchell's have succeeded in obtaining temporary premises in Apollo Road, in the Lisburn Road area, close to the entrance to the M1 Motorway.

The company have also acquired a building site close by and it is hoped that new purpose-built premises will be ready for operation early next year.

The temporary premises—which will be occupied for the six to eight months until the new premises are ready—were only obtained from the Ministry after intervention of two local members of parliament, Mr J. Molyneux and Rev Ian Paisley.

## Factory building

The Ministry has been building factories for manufacturing industry, but was not prepared to let to a wholesaler, despite the fact that it was pointed out that British experience of development areas was that there were better employment prospects from the service industries than the manufacturing industries.

Drugs have been arriving at the new premises during this week and they will be open for business on July 3. Mitchell's have been unable to do any drug business since the loss of their Northumberland Avenue premises though the associate cash-and-carry warehouse of Harold Mitchell Pharmaceuticals Ltd has been supplying photographic and baby goods, proprietaries and toiletries.

## Conference reception

Hospital pharmacists attending the British Pharmaceutical Conference at Keele University September 11-15 are invited to apply for tickets for admission to the hospital pharmacists reception.

Applications should be addressed to Miss P. S. Read, Pharmaceutical Department, Selly Oak Hospital, Birmingham, B29 6JD.



# Approval for the first 'sanpro' TV advertisement

An unoffensive "ad" but . . . That was the majority view of women that *C&D* asked on Tuesday morning following the first evening advertisement of the Lil-let tampon (made by Lilia-White) on Thames television.

This is the first time that advertising for sanitary protection products has been allowed on television. The campaign continues for three months on the one area and at the end an assessment will be made by the British Bureau of Television Advertising of viewer reaction. The results will probably be known about November.

Theme of the campaign is user confidence in the product and the commercial also features a national consumer competition, with three British Leyland Minis as the principal prizes.

## Opinion poll

*C&D* held a mini opinion poll on the "commercial" and the following are a few of the comments (with age groups):

"This was by far a superior advertisement judging from the general standard of TV advertising. It was extremely well produced, had a healthy outlook, sensitive and would dispel any embarrassment which probably still exists in young girls. It also emphasised how natural and carefree a girl should be. The added carrot for the Mini competition was a bit of an anti-climax" (mid 40s).

"I found the advertisement unoffensive and very well presented but it did not seem to leave sufficient impression on me to go out and buy the product" (mid 20s).

Another woman in her mid 30s who was babysitting with two young boys said: "The advertisement made me look. It was very modern in approach and told me what I wanted to know. It did not arouse any reaction from two young boys who were watching. There was nothing offensive about it."

"Encouraging more women to change to internal protection is a good thing. But to me Lil-lets first television advertisement will not be successful in this aim. The 'ad' is not offensive and cannot embarrass but it is without impact. As for winning a mini—this last sentence sounded like an advertising gimmick or an attempt

to fill the last few remaining seconds of viewing time" (late teens).

"I do not think the advertisement was as informative as it should have been" (early 20's).

The advertising campaign runs until the end of September and will total nearly 50 transmissions of mixed 30 and 15-second durations. The expected coverage of women viewers in the London television area is 90 per cent, giving an average 7.5 opportunities to see.

The competition is in fact, not one, but three separate events, with closing dates of August 14, October 2 and November 20, so that the complete promotion spans a seven-month period from initial sell-in to completion. The entry form is printed on the inside of Lil-lets 20's packs only and the consumer is asked to state where she purchased the pack. If her entry wins a mini the retailer who sold the pack wins £100; if she wins a weekend case the retailer also receives one. There will also be advertising in women's journals.

A spokesman for Lilia-White said that the sell-in for the campaign had been the biggest ever in the company's history.

## Closer shave from Gillette

Gillette are to launch on to the UK market a razor which is said to cut between 15 and 20 per cent more growth than any other wet shave equipment.

Like the company's Techmatic, it is based on a cartridge, but this latest system incorporates two parallel blades placed 3/50in apart—one to cut the whisker, the other following immediately to remove the remaining stubble before it withdraws into the follicle. This retraction apparently takes 1/80 of a second.

The name and packaging has not yet been disclosed, although, according to Monday's *Daily Mail*, it is known as Trac II in America. The price



This "still" from the Lil-lets TV commercial is taken from the sequence in which the girl is seen getting into the Mini immediately before a close-up of her handbag revealing the Lil-lets pack. The voice-over at this point is discussing the product's absorbency, widthways expansion and other selling points

for the UK has also not yet been revealed, but we understand it is to be competitive with other shaving systems already on the market.

Gillette's new development could encroach on the Techmatic's current 16 per cent share of the wet shave sector, although it is expected that the latter will retain a high degree of loyalty owing to its adjustability—a feature not included in the new product.

## 'Poison obtained with false name'

A storeman accused of murder, attempted murder and administering poison, told St Albans Crown Court this week that he had bought 25g of thallium from Bell & Croyden, Wigmore Street, London, under a pseudonym.

Graham Frederick Young, of Hemel Hempstead, said that he had earlier purchased antimony potassium tartrate at the same shop.

Describing the procedure for obtaining poisons with a certificate as "time-consuming and somewhat tiresome," he said he decided to take a short cut by using a false name.

## Stockholm venue for FIP 1973

The Thirty-third International Congress of Pharmaceutical Sciences will be held September 3-7, 1973, in Stockholm, Sweden.

Information regarding this congress can be obtained from FIP Congress 1973, Box 1142, S-111 81 Stockholm, Sweden.

## 'Dual-purpose' pharmacy

A dual purpose pharmacy—baby wear shop has been opened by Mr Brian Henderson at 22 Moss Delph Lane, Aughton, a growing town of about 10,000, near Ormskirk, Lancs, which has been without a chemist for two years.

Mr Henderson and his wife Christine, also a pharmacist, trade as Brian H. Henderson & Co Ltd, and already have a shop at Liverpool Road, Maghull. The new Aughton branch was previously a women's and children's fashion shop and part of this trade has been kept on to provide a more diverse range of product to assist the economies of providing pharmacy services.

"People know this shop as a clothes shop and would be sorry to see it disappear," said Mr Henderson. "We have kept on much of the drapery side of the business."

The shop has been refitted on an open plan, and emphasis has been put on products for babies and children. One of the assistants has experience of children's wear. "There is nowhere else nearby catering for the young mother and her family. We want to fulfil their needs by running a dual purpose shop selling almost everything they require," says Mr Henderson.

The development has been welcomed by Aughton parish council, which tried unsuccessfully to run a prescription service while the township was without a pharmacy.



## Irish news

### Appeal fund for Irish survey

Pharmacists throughout the country are urged to subscribe to an appeal recently launched to finance a comprehensive economic survey of the profession. For some time it has been felt that such a survey is vitally necessary if community pharmacists are to know where exactly they stand in relation to the new National Health Service scheme, while such a fact-finding exercise appears to be imperative in relation to our entry into Europe when much of the present counter sales will be dispensed with in favour of a concentration on professional dispensing.

The appeal, signed by the hon secretary, Eastern Region, Pharmacist Association, Mr Eamon Foley, points out that a detailed evaluation of the profession has never been undertaken and that it is considered not only desirable but most imperative that such a survey should be implemented in view of the new health scheme.

"Predictions are that, within a short period, there will be a review of the health scheme, particularly in respect of its financial implications in relation to the community pharmacist. As it is also expected that there will be a gradual diminution in his ancillary activities, the conclusions in the proposed evaluation relevant to these contingencies would be of assistance, in not only resolving the many problems that have even now presented themselves in the operation of the health service, but that it would also provide an adequate preparation for future contingencies affecting the profession."

The appeal expresses the hope that the proposed survey will help to provide at least some of the solutions to the future problems of the profession, whether dealing with the locating of pharmacies in the neglected and isolated areas, or the implications "which our entry into the EEC may hold for us".

A subscription of £5 from each pharmacist is suggested in order to finance the project "to a conclusion that will be of benefit to the profession not only now but throughout its future years".

## COMPANY NEWS

### Inter-Alia is sold to United Overseas

Inter-Alia Pharmaceutical Services Ltd for whom a receiver and manager was appointed earlier this year (*C&D*, April 15, p519), has been acquired by United Overseas Pharmaceuticals (London) Ltd. Inter-Alia will continue to trade under its old name and the works at Girvan, Scotland, and the London office at 266 High Street North, E6, will continue as before. The Thetford, Norfolk, premises were closed down about two months ago.

Mr P. R. Patel is now chairman of Inter-Alia and Mr R. B. Patel, managing director.

Commenting on the change, a spokesman said that the new company hoped to expand their trade with retail and wholesale chemists and that should be possible since increased capital was available for expansion. United Overseas' he said, had extensive overseas interests with offices in 20 countries. In Britain the group was also interested in printing, plastics and electronics.

Other Inter-Alia companies are not included in the deal.

### Boots 'poised for future growth'

All aspects of the company's business are poised for further growth, the chairman of Boots Co Ltd, Mr Willoughby Norman tells shareholders in his annual statement with the accounts published last week.

Apart from obvious uncertainties, he sees no reason why the progress of the past year (*C&D*, May 20, p 698) should not continue.

In the year ended March 31, sales within the 1,398 chemist shops throughout the country increased by 17 per cent compared with a growth in sales of 14 per cent in the previous year. Sales of cosmetics and toiletries were "above average" and there were further introductions of own-brand products.

Timothy Whites' sales increased by 27 per cent. "When we are satisfied that Timothy Whites can produce the return



Mr G. J. Wilkins, chairman of the pharmaceutical division of the Beecham Group Ltd being presented with the group's 1972 Queen's Award to Industry by the Duke of Norfolk, Lord Lieutenant of Sussex, at the Beecham Research Laboratories pharmaceutical factory, Worthing on June 16

on capital we expect, the rate of its expansion will be increased", says Mr. Norman.

Sales of Boots prescription medicines increased by 25 per cent and Brufen by 50 per cent.

The objective of doubling sales of their principal cosmetic range in two years was achieved in one year without detriment to their other cosmetics.

Boots International, broadly responsible for all the group's foreign business, exported £7.3m worth of goods, an increase of over 30 per cent on the previous year. Sales by overseas companies increased by 24 per cent to £9.6m. Turnover over the past five years has trebled and this rate of progress is expected to continue.

Other highlights from the annual report are: sales by overseas subsidiaries £9.6m, up 23.9 per cent; capital employed £125.2m and average weekly number of employees, 57,772 which included 22,058 part-time staff.

### Weston profits up 25 per cent

Turnover for the year ended February 29 at £10.54m increased by 15 per cent over the previous year, while pre-tax profits increased by 25 per cent to £495,070. After deduction of all charges there is available for distribution £311,515. A final dividend of 18 per cent is recommended, making a total of 26 per cent for the year (24 per cent).

Referring to prospects for the future, Mr Ralph Weston (chairman) states: "In all divisions turnover for the first quarter of the year is well in advance of that achieved for the same period last year. . . .

"However, the most significant development during the current year so far, is the proposed acquisition of Barclay & Sons Ltd."

In a circular to shareholders concerning the acquisition Mr Weston says:

"The directors of both companies believe that there is scope for a substantial amount of rationalisation and economies which, together with the greater resources which will be available to both Weston and Barclay & Sons, should improve the service provided to customers and add to the profitability of the trading operations."

The programme of opening larger branches and closing smaller uneconomical ones continued. The number of branches operating total 191 including 14 which were either resited or refitted.

### In brief

**Antibiotics and Vitamins Ltd** have moved to Parkar House, Beresford Avenue, Wembley, Middlesex.

**London Pharmaceutical Committee** have moved to 4th Floor, Addison House, 32 Chart Street, London N1 6EF.

**Jeyes Group Ltd** have completed the acquisition of Midland Aerosols Ltd for £207,000 cash.

**Ernst Leitz GmbH and Minolta Camera Co Ltd**, have agreed to share patents "know-how", advanced technical information and joint utilisation of production facilities.

**Chas Page & Co Ltd**, merchants and distributors of industrial chemicals, are members of the Lewis & Peat group of companies and not as stated in our issue of June 17.



# PEOPLE

**Dr Paul Turner**, a Privy Council nominee on the Pharmaceutical Society's Council, has had the title of professor of clinical pharmacology conferred on him in respect of his post at St Bartholomew's Hospital Medical College.

**Mr Ron Hendey**, technical director, Cow & Gate Baby Foods, gave two papers to the Croatian Paediatric Society in Zadar, Yugoslavia, recently.

## Deaths

**Adams:** In a tribute to Mr F. W. Adams whose death was reported last week, *Mr R. Jackson*, secretary, West Metropolitan Branch of the Pharmaceutical Society, writes: Mr Adams in his retirement continued to take an active interest in pharmacy politics, not only in the rarified atmosphere of august bodies, but also in the more parochial field of branch affairs. He became a member of the committee of the branch two years ago, enhancing it with his wealth of wisdom, experience, counsel, and humility. His regular attendance at meetings of the branch, both business and social, as well as those of the committee, often accompanied by his charming wife, seemed to give him much pleasure; it is very gratifying that this was so. May we add our sympathy and condolences to his daughters, family, and friends in their tragic loss.

**Coates:** Recently, Mr Sidney Bernard Coates, MPS, 43 Slayleigh Lane, Sheffield 10. Mr Coates qualified in 1935.

*Mr W. F. Patterson*, secretary, Sheffield and District Branch of the Pharmaceutical Society, writes: Sidney was for a number of years May & Baker's medical representative in the Sheffield area. He was a very knowledgeable gentleman and greatly respected both by his fellow pharmacists and members of the medical profession for his integrity and for his quiet sincere manner.

Because of failing health he left us a few years ago to live in Essex and then returned earlier this year.

## Appointments

**Elizabeth Arden** have appointed Frederick Quirk their area

director for the United Kingdom, Eire, Scandinavia and the Republic of South Africa. Mr Quirk comes to London from Elizabeth Arden, Canada, where he was general manager.

**Proprietary Association of Great Britain:** Hugh Harris who has had nearly 30 years' experience of the proprietary medicine business has joined the secretariat of the Proprietary Association of Great Britain.

**R. Weston (Chemists) Ltd** have appointed Mr J. M. Whittam, MPS their retail development manager.

**William R. Warner & Co Ltd:** Mr W. J. Curtis, MPS, has been appointed chairman and managing director. He also becomes managing director of associated companies.

**Mennen (UK) Ltd** have appointed Guy Woodford their national sales manager.

**Thorn Lighting Ltd** have appointed Mr Peter Strudwick manager of their photographic (UK) department.

**Fazakerley Hospital:** Mr Kenneth G. Halsall has been appointed chief pharmacist at Fazakerley Hospital, Liverpool. He was formerly chief pharmacist at Bootle Hospital, having previously been deputy chief at the Cumberland Infirmary, Carlisle.

## NEWS IN BRIEF

□ The Pharmaceutical Society of South Africa is to ask the Minister of Health to equate the salary scales of white and non-white pharmacists. The general council of the society at its annual meeting in East London recently unanimously agreed to make urgent representations on the matter. In addition, the Department of Community Development will be asked to provide for pharmacies in new group areas shopping centres.

□ The Chemical and Allied Products Industry Training Board has issued a new training recommendation dealing with training marketing staff. Available from the Board at Staines House, 158 High Street, Staines, Middlesex.

□ Sales by retail drug stores in the US in 1971 totalled \$13,730m—a 5.5 per cent increase over 1970, according to the annual Nielsen Review of Retail Drug Store Trends.

## Topical reflections by Xrayser

### Ever larger

A night or two before the arrival of last week's issue I had been re-reading a collected edition of the essays of Ian Mackay, whose contributions to the old *News Chronicle* seem now to belong to another age. And, by the way, that keen observer and felicitous writer started out in life in the far-flung town of Wick as a pharmacy apprentice.

A delightful essay describes his larger-than-life apprentice master, and Mackay wrote, as long ago as 1938, that but for the Kaiser's war he might even then have been "punching pills with a mortar and pestle and selling lipsticks to supercilious young ladies". On a return visit to his native town, he found the invasion of multiple shops had robbed the place of much of its old charm and individuality.

"Good morning, Mr Davidson," he used to say when his mother sent him for half-a-dozen eggs and a pound of cheese, and the old man would ask after the health of the boy's mother and give him a handful of conversation lozenges or a stick of black sugar. "Today things have changed," Mackay wrote. "How can you say 'Good morning Home and Colonial Stores', or 'It's a fine day, Mr Woolworth'? They wouldn't hear you if you did."

What, I wonder, would the author make of the illustration on p 870 of the hypermarket in France, or the thought of similar establishments in this country? To me, the picture is a frightening one, and I tried to imagine what it would look like on a busy day when all the parking spaces were full up and the occupants of the cars were milling about inside the hypermarket itself, carrying baskets or trundling little trolleys, and queueing up to pass through the gate to pay for their purchases; then to struggle through the mass of vehicles outside, find their car, and extricate it.

My preference would be for Mr Davidson and his eggs and cheese in a smallish country shop which had an atmosphere all its own and was as easily recognised by the olfactory senses as the pharmacy in the same street.

### Consumer demand

In that, I suppose, I display myself as belonging to another era and resentful of change. But while admitting that such a charge could be laid, there is surely something a little unconvincing in the statement of Mr J. D. Fairclough, managing director of the Hypermarket (Holdings) Ltd, who said at a meeting at Bolton that it was the job of the marketing expert to watch consumer demand and provide the products the housewife wanted.

That might be acceptable were it not that those products are not necessarily the housewife's choice, but the choice of the manufacturer and his advertising agent, and the seductive voices on television directed towards the selected range of the supermarket itself. The Mr Davidsons and their hypomarkets grow fewer, and the roasting coffee, the hams and the cheeses are aseptic and odourless.

### Tragedy

It was with sorrow and a sense of personal loss that I read of the tragic death of F. W. Adams. My first contact with him was as a young branch secretary, and at his hands I had every consideration and help, learning a great deal from his patient and thoughtful encouragement to a beginner in that field. Our acquaintance ripened over the years, and my early impressions were confirmed in everything that he did and all that he was. I am grateful that my time coincided with his.



# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### Masculine Aqua Manda

Goya have introduced a series of products for men in the Aqua Manda range, consisting of pre-shave (£0.45) in a 104cc bottle, anti-perspirant deodorant spray (£0.42) in a 140g aerosol, after shave (£0.45) in a 104cc bottle, talc (£0.33) in a 110g plastic container and Cologne (£0.50) in a 104cc bottle.

The fragrance has been adapted to appeal to men by leaving out the sweeter jasmin-type notes.

The company have also added a woman's hairspray to the Aqua Manda range (£0.45) in a 170g aerosol. This is made to the same formula as their perfumed and unperfumed spray set and is said to give a light application which holds hair in place without causing stickiness or dryness and brushes out instantly (Goya Ltd, Badminton Court, Amersham, Bucks).

### Adagio foam bath

Fiona Sands have introduced Adagio foam bath, presented in shatterproof 135cc bottles (£0.80), with a black and white

colour scheme. The golden liquid preparation is being offered to the consumer during the introductory period at 15p off the recommended retail price (Fiona Sands, Queens Way, Croydon CR9 4DL).

### Young fragrance

A young and summery fragrance, called Miss Windsor, is currently being sold in to the trade by Eylure.

It is available in 50cc spray Cologne (£0.59) and 250cc splash Cologne (£1.50) and packaged in blue and green with white background. To back the launch retailers are offered a bonus of three bottles of splash Cologne with each parcel containing 3 doz spray Colognes (Eylure Ltd, Grange Industrial Estate, Cwmbran, Mon).

### Norman Hartnell Forever

Norman Hartnell have launched a fragrance aimed at the 16 to 24 age group and called Forever. It has topnotes of jasmine and rose, combined with tuberose, undertones of vetivert patchouli and sandalwood and is fixed with musk, ambergris and civet.

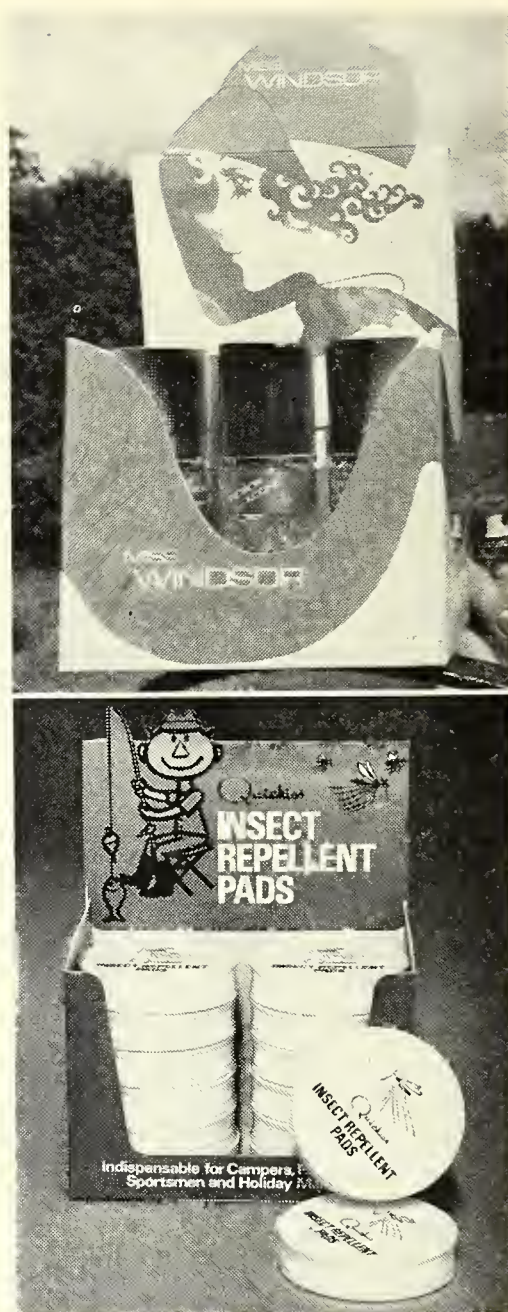
The fragrance range, presented in scarlet and silver packaging, consists of handbag perfume (£0.68), 4oz perfume (£1.80), 1oz perfume (£4.80), spray perfume (£1.42), 2oz eau de toilette (£0.95), spray mist (£1.18) and talc (£0.54) (Thos. Christy & Co Ltd, North Lane, Aldershot, Hants).

### Quickies against insects

Associated Products have introduced Quickies insect repellent pads (£0.19), in packs containing 30g. The lotion should be smoothed on all over the skin to keep away mosquitos, midges, gnats, etc, but the eyes should be avoided (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex).

### Wella for men

A range of hair products for men has been launched by Wella. Under the banner, Wella for Men, the collection comprises shampoo in two variants, regular and medicated to fight against dandruff, in 90cc plastic bottles (£0.35) and sachets (£0.05), non-greasy liquid hair-



dressing in the same two versions in 150cc glass bottles (£0.44) and light hair-spray for "casual grooming" in a 240g aerosol.

The packaging is blue and black for the medicated products and silver and black for the remainder.

As an introductory offer, Wella are offering the trade one pack out of each of the products in the range valued at £12.90 retail price, for £7.02, giving a 45 per cent profit on return. In addition selected products may be obtained at 15 invoiced as 12 (Wella Great Britain Ltd, Wella Road, Basingstoke, Hants).

### Sticks and Jellybabies

Mary Quant have introduced Sticks (£0.42), which are due on sale at the end of July and are formulated to be applied to eyelids, lips or cheeks. Presented in slim, silver cases, they are available in green, red, blue, yellow, pink, violet, aqua, brown, black or white.

The company have also launched Jellybabies, a range of gel products which are said to smooth on easily and stay in place all day without smudging or creasing.

Packed in plastic "baby bottles", the range comprises gel skin colour (£0.65) in Clear Tan, Clear Brown and Clear Bronze,







gel cheek colour (£0.60) in Clear Pinky and Clear Peaches, gel mascara (£0.55) in Clear Brown and Clear Black and gel eye colour (£0.60) in Clear Green, Clear Aqua, Clear Violet, Clear Bronze, Clear Blue and Clear Yellow (Myram Picker Ltd, Hook Rise, Surbiton, Surrey).

## PRESCRIPTION SPECIALITIES

### TIMODINE cream

**Manufacturer** Lloyd-Hamol Ltd, 103 Mount Street, London W1

**Description** Lacquered aluminium tubes with a white piercer cap each containing: nystatin 100,000iu/g, hydrocortisone 0.5 per cent, benzalkonium chloride solution 0.2 per cent in a water-miscible cream base to 20g

**Indications** Treatment of dermatoses occurring in skin folds. Severe napkin rash in which infection with *Candida albicans* is a factor

**Contraindications** Sensitivity to benzalkonium chloride or nystatin

**Method of use** Dermatoses: A thin layer of cream should be gently massaged into the area of the lesion three times a day. Napkin rash: Similar treatment to the affected area following cleaning and drying after every napkin change

**Precautions** Keep away from eyes

**Pack** Tube of 20g (£0.70 trade)

**Supply restrictions** TSA Issued July 1, 1972

### NORATEX cream

**Manufacturer** H. N. Norton & Co Ltd, 133A Shawbridge Street, Glasgow G43 1QQ

**Distributor** Vestric Ltd

**Description** Pale pink cream containing: talc 7.4 per cent, light kaolin 3.5 per cent, zinc oxide 21.8 per cent, cod liver oil 2.15 per cent and wool fat 1.075 per cent

**Indications** Urine dermatitis, napkin rash and bedsores

**Method of use** Apply to affected area two or three times daily

**Pack** Jar of 500g (£0.73 trade)

**Issued** June 1972

### VENTOLIN 4mg tablets

**Manufacturer** Allen & Hanburys Ltd, Bethnal Green, London E2 6LA

**Description** Pink tablets each containing salbutamol 4mg as sulphate

**Indications** Bronchial asthma of all types, chronic bronchitis and emphysema

**Contraindications** As a rule Ventolin and beta-blocking drugs should not be prescribed together

**Dosage** The usual effective dose for adults

### New Cussons after shave

Cussons have relaunched their Imperial Leather after shave. A complete break away from the old design, the long necked bottle and the photographic treatment of the scarlet carton were both created by Cussons' own designer John Calvert. The fragrance was approved for both the younger fragrance-conscious age group and the more mature man of thirty plus. The new Imperial Leather after shave is in two sizes, small (£0.35) and the large (£0.50) (Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL).

### Sundries

#### Dog chews

Phillips Yeast Products have introduced a range of dog chews (£0.15), packed on skin-wrapped cards and coming in four flavours, aniseed, peppermint, chocolate and beef (Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX).

is 4mg three or four times per day but some patients do obtain adequate relief using half this dose. In elderly patients, or in those known to be unusually sensitive to beta-adrenergic stimulant drugs, it is advisable to initiate treatment with 2mg three or four times per day

**Packs** Of 100 (£1.60 trade) and 500 (£7)

**Supply restrictions** PI, S4B

**Issued** July 3, 1972

### MEDRONE 16mg tablets

**Manufacturer** Upjohn Ltd, Fleming Way, Crawley, Sussex

**Description** White, scored, oval tablets each containing methylprednisolone 16mg

**Indications** Long term treatment of patients requiring corticosteroids

**Dosage** One tablet every other day

**Pack** Of 14 (£2.30 trade)

**Supply restrictions** TSA Issued July 1972

### VASOTRAN tablets

**Manufacturer** Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks

**Description** Orange, bi-convex tablets each containing isoxsuprine hydrochloride 20mg

**Indications** Relief of symptoms due to peripheral and cerebral arterial insufficiency

**Contraindications** Recent arterial bleeding or immediately post-partum

**Dosage** One tablet three or four times daily after meals. Treatment should continue for at least six weeks. The product is not intended for administration to children

**Side effects** Occasional hypotension, tachycardia, flushing or palpitations are controlled by a reduction in dose

**Packs** Of 120 (£2.16 trade) and 1,000 (£16)

**Issued** July 3, 1972

### ANDURSIL

**Manufacturer** Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire SK10 2LY

**Description** A white, buttermint-flavoured suspension containing in 5ml aluminium hydroxide equivalent to  $Al_2O_3$  200mg, magnesium hydroxide 200mg, aluminium hydroxide/magnesium carbonate co-dried gel 200mg and activated polymethylsiloxane 150mg

**Indications** Treatment of gastric disorders associated with excess gastric acidity—such as acid dyspepsia, heartburn, flatulence, oesophageal reflux, hiatus hernia and peptic ulcer

**Dosage** 5-10mls three or four times a day and at bedtime

**Pack** Bottle of 300ml (£0.85 trade + PT)

**Issued** July 3, 1972

## Special Announcement

# Roter tablets

During the second half of July, as and when existing supplies are exhausted, Roter Tablet packs will have a 'new look'. The 40 and 120 tablet packs will then be cardboard cartons each containing the requisite number of 'blister-pack' strips of 10 tablets.

On the 1st September 1972, a new trial size of 20 tablets will be introduced. It will retail at 29p, inclusive of purchase tax. Details of an introductory Bonus Offer to retail chemists will be announced in the August 5th issue of *Chemist & Druggist*.

**Dispensing Packs.** As and when existing stocks are exhausted, the present dispensing packs of 360 and 720 tablets will be withdrawn and, in their place, a new dispensing pack of 500 tablets will be introduced. The change should take place about the middle of September but we would emphasise that we shall not release the new 500 tablet pack until all 360 and 720 tablet packs are exhausted.

With the introduction of the new packs, there will also be a change in the shape of the Roter Tablet. The present 17 mm. flat tablet is being replaced by a 15 mm. convex tablet. The formula is unchanged.

We believe that these changes will give Roter Tablets a new, more modern look and facilitate the storage and marketing of the product.

### F.A.I.R.,

Laboratories Limited

179 Heath Road,

Twickenham, Middlesex.



# PROMOTIONS

## Mum of the Year found

On Wednesday last week, the finals of the "Mum of the Year" competition, organised jointly by Elastoplast and *Woman's Realm* were televised live on ATV's "Good Afternoon" programme from Grosvenor House.

This is the first time that Elastoplast has been involved in such an enterprise which has had great value, according to Mr M. H. C. Hopkins, marketing director of Smith & Nephew, and attracted over 10,000 entries.

The winner was presented with a cheque for £1,000 and a silver rose bowl, having been questioned on such topics as first aid bandaging, creating an imaginative packed lunch and housekeeping arithmetic.

Second and third prizes were £500 and £250 (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts).

## Kotex relaunch

The relaunch of Kotex loop towels to incorporate deodorant is being backed with the message "now with delicate deodorant" to be carried on the packs and in all advertisements throughout the year, which in August will include two million 5p off coupons (Kimberley-Clark Ltd, Larkfield, nr Maidstone, Kent).

## Spray merchandisers

To boost the launch of English Lavender Cologne (£1.48) in a 54g spray and spray mist (£1.03) in a 8.5g container, Potter & Moore are supplying merchandising units, containing five small and six large packs.

Similar counter dispensers, pictured right are to be sold in from Monday for Franad 105, containing the new spray

mist (£1.11) and spray cologne (£1.55), which are presented in the same sizes in this fragrance as the Lavender.

In addition, the Lavender sprays are being advertised in *Annabel*, *Good Housekeeping*, *She*, *Woman*, *The Lady*, *Woman & Home*, *Woman's Journal*, *Woman's Realm*, *Woman's Weekly* and *Woman's Own* (Potter & Moore, Seymour Road, London E10).

## Curtains for Lucozade

Until early September, four million bottles of Lucozade will carry collarettes detailing the consumer offer of net curtains made by Gardisette Ltd in three designs and various sizes at 35 per cent below the recommended retail price.

There is further support from national television advertising this month and August, which along with space in the maternity Press, accounts for a £100,000 budget. There is also new point-of-sale material available to retailers (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).



## Guerlain training

Guerlain are currently holding training sessions on the subject of perfumery following "endless questions" that have been asked by visitors to their Exhibition of Perfumery 1828-1972 which has been touring the country.

The company stresses that the idea of these "Buyer Schools" is "to inform and educate pupils in general and not on the House of Guerlain", the curriculum including the history of perfumery, its ingredients and categories and the major fragrances on today's market. If any pharmacists or sales assistants are interested in attending one of these schools, they should contact Guerlain Ltd, 22 Aintree Road, Perivale, Greenford, Middx.

## Optrex sponsor ASA

Optrex Ltd are sponsoring the ASA National Championships at Crystal Palace because "it is the qualifying event for the Munich Olympic Games". The company are also presenting a trophy to be awarded to the British club putting up the best overall performance in the championship.

Optrex recently published a new eye care leaflet, called *Your Eyes* which was prepared with the help of the optical profession and is available free of charge to the public. Women's Institutes and any other interested organisations (Keldon Ltd, Wadsworth Road, Perivale, Middlesex).

## New Dew giveaways

Sachets of New Dew foaming bath essence were given away to purchasers of *Mother* magazine during a recent promotion at Dickens & Jones, London (Crookes Aneston Ltd, 1 Thane Road West, Nottingham).

# ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Alka Seltzer:** All areas

**Andrews Liver Salt:** All except U, E

**Aquasil:** So

**Close-up:** All except E

**Cutex Colours Schemers:** Ln, M, Lc, Y, Sc

**Elastoplast:** Ln, A, B

**Feel Free:** All except E

**Foot Guard:** So

**Harmony hairspray:** All except E

**Light Powder Arrid Extra Dry:** All except U, E

**Milk of Magnesia tablets:** All except U, E

**Polaroid Super Swinger cameras:** All areas

**Right Guard:** All except E

**Shield:** All except E

**Signal:** All except E

**Sunsilk shampoo:** All except E

**Sure:** All except E

**Tegrin:** All except E

**Vapona:** Ln, M, Sc

**Vapona Spirelle:** So

**Zubes honey and lemon sweets:** Ln, M, So



Mrs Florence Little (left) of 66 Jubilee Road, Aldershot, winner of "Mum of the Year" competition, being presented with the silver challenge trophy by Veronica Snobel, editor of *Woman's Realm*. Centre is George Cardno, chairman of Smith & Nephew Elastoplast Division, joint sponsor of the competition



# TRADE NEWS

## CIBA phase in Securitainers

CIBA Laboratories, Horsham, Sussex, are changing over to Securitainers for their tablets and capsules. The Securitainers are replacing labelled and printed screw top aluminium cans and CIBA expect the change-over to be complete by early 1973, when CIBA will be using more than two million Securitainers a year, ranging over 11 stock sizes from 26 x 41mm to 75 x 150mm.

About 75 per cent of these are to be printed in up to four colours by the makers Johnsen and Jorgensen. Modernisation of type face has coincided with the change-over, although the spirit of the original designs has been maintained so that the packs are easily identified by pharmacists. For short runs CIBA are labelling standard plain Securitainers.

## Advance warning

Roter tablets are being given a new presentation involving a new shape of the tablet and blister packaging. Elsewhere in this issue (p 9), F.A.I.R. Laboratories Ltd, 179 Heath Road, Twickenham, Middlesex give information concerning the timing of the changes and introductions. They emphasise that the changes are physical, and the formula of Roter tablets is unchanged.

## New Albright descaler

Calgon descaler is being withdrawn by Albright & Wilson Ltd, PO Box 3, Oldbury, Warley, Worcs, and replaced by Albright Scale Away which is a descaling compound packed to contain 4 ounces of material (£0.17).

## Revlon specials

Due on sale mid-July from Revlon International Corporation, 86 Brook Street, London W1, are two special lines—economy size 8oz. High & Dri anti-perspirant sprays (£0.75) and 7oz deodorant (£0.65) and 1.75oz spray mists in Balmain's Jolie Madame (£1.40), Vent Vert (£1.40) and Miss Balmain (£1.55).

In addition, the company are launching in the Ultima II range translucent eye wrinkle stick (£1.90) for daytime protection.

## Cologne spray Affair

Gala of London have launched their fragrance Affair in a 1.5oz Cologne spray (£0.95), presented in a faceted-glass bottle with black top. Supplies are available from Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey.

## Orlane's Autumn wines

Orlane are making available on counter from September 1 their Vendanges (Autumn wine) shades, which in Satilane foundation has amber cognac tones, gives

a caramel blush in iridescent powder, a deep claret in Agate lipstick, pale claret in Bis Agate lipstick, with the same two colours in frosted and enamel nail polishes. In addition, Vendanges comes in frosted powder eyeshadow to resemble blackcurrant mousse and a delicate plum shade in Ombrelaine eyeliner. Supplies are obtainable from Sirex Ltd, 125 High Holborn, London WC1.

## Country herb talc

H. Bronnley & Co Ltd, 10 Conduit Street, London W1, have added talc (£0.35) to their country herb range. It is available in Camomile, Rosemary and Melissa, and comes in 5oz plastic containers with brown caps.

## Golden Ostermilk for hospitals

Glaxo Laboratories Ltd, Greenford, Middlesex, have introduced Golden Ostermilk in a ready to feed version for hospital use only. It is presented in sterilised 120ml (4.2fl oz) bottles.

## Family Doctor sex booklet

The former Family Doctor publication "The facts of life" was more about reproduction than about sex, and their new booklet, "So now you know about sex", aims to redress the balance, according to the advance publicity.

In a simple, frank and down-to-earth style, the booklet (£0.13) describes the physical and emotional aspects of its subject.

Available to members through the National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

## New distribution depot

A distribution service has been launched by Tate & Lyle Transport Ltd, from a new 60,000 sq ft warehouse at Brighouse, Yorks. Initially for food manufacturers the Brighouse operation is to be expanded to include the distribution of pharmaceuticals and other non-food products.

## Colour coded caps

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks, refer to the use of colour coded caps on liquid preparations and state that from June 19 Aludrox Gel will carry a black cap and Petrolagar No. 1 (Blue label) a blue cap. They hope the changes will make for easier identification.

## Bulk sales agreement

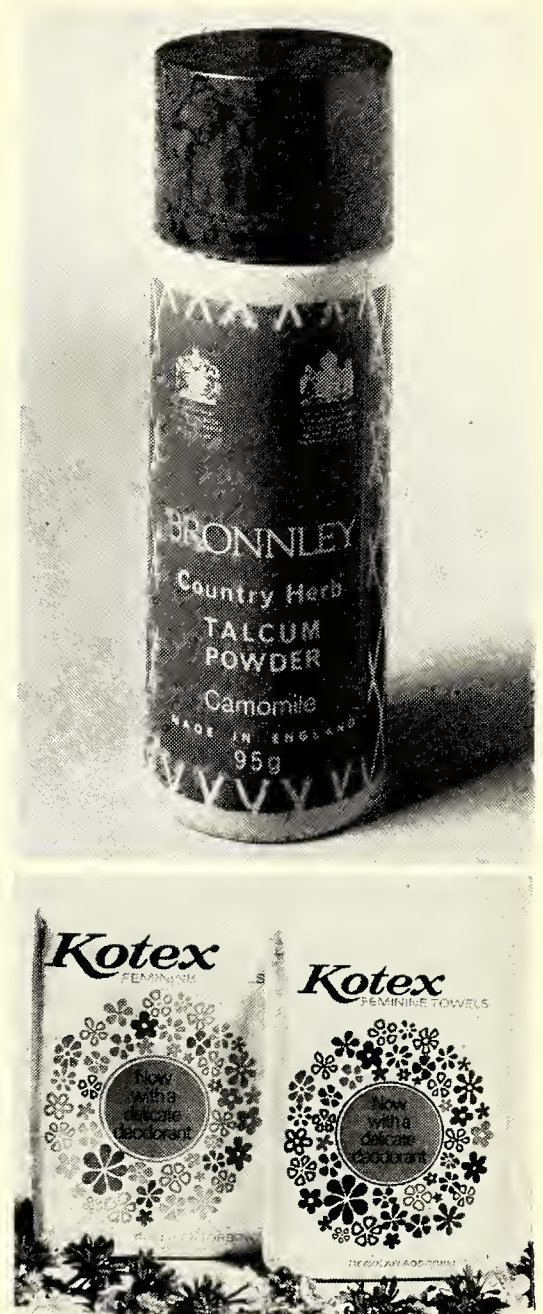
Following a recent agreement with Farbwerke Hoechst AG, bulk sales of their tetracycline hydrochloride in the UK, are now handled by Roussel Laboratories Ltd.

Roussel have also entered into an agency agreement with Menadiona SA, Barcelona, Spain, for the sales in the UK and Eire of their vitamin K<sub>3</sub> and similar preparations.

Inquiries should be directed to the chemical sales department, Roussel Laboratories Ltd, Roussel House, Wembley Park, HA9 0NF, Middx.

## Loop towels with deodorant

Kotex have relaunched their loop sanitary towels to incorporate a deodorant (regular £0.15, super £0.17). The active agent,



hyamine, is impregnated into the wadding in the centre of the towel, where it is said to be most effective in preventing odour formation and has "a more than adequate shelf-life", while it is claimed to have been shown to cause no irritation to delicate skin tissues. Supplies are available from Kimberley-Clark Ltd, Larkfield, nr Maidstone, Kent.

## Sophisticated Nocturne

Coopers new sophisticated design of Nocturne air freshener comes in a 10oz aerosol (£0.38), which is larger than the old pack. Orders should go to Cooper McDougall & Robertson Ltd, Berkhamsted, Herts.

## Large Savlon talc

Imperial Chemical Industries Ltd, pharmaceutical division, Alderley Park, Macclesfield, Cheshire, have added a 240g size (£0.26) to their range of Savlon Babycare talc. They are also offering until July 31 the brand's nappy liners in 50s and 100s at 13 invoiced as 12 (minimum one dozen).

## Economy size vapour rub

Vick vapour rub by Richardson-Merrell Ltd, 20 Savile Row, London W1X 2AN, is now available in one size only. This is a new 38g size (1½oz) (£0.28). The company say that the new size will allow the





trade to standardise on a single line, and offers consumers a better value purchase than received from the previous 1oz (£0.20) size. The 1½oz vapour rub comes in a new lightweight plastic jar and is packed 6doz to the case. The introduction will be accompanied by "heavy television support nationally".

#### New Inderal presentation

From July 3 the existing formulation of white Inderal-80 tablets are being withdrawn by Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF. A new formulation is being made available comprising a round, bisected, pink, film-coated tablet impressed on one side with the legend "Inderal-80". The price and indications remain unchanged.

#### Price reduction

L'Oreal are now presenting their five application bottles of Reban setting lotion without outers, enabling them to reduce the price from £0.50 to £0.40, in line

with the shampoo which has been available this way since September last year and is said to have increased in volume.

To replace the previous leaflets, instructions will appear on the bottle label as well as on the single application lotion. Stocks already supplied by Golden Ltd, Berkeley Square, London W1, will be removed from their cartons by representatives and a new three-sided label applied as well as the retailer receiving two Reban shampoo sachets for each large bottle of lotion held.

#### Aronde sun cream

Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight, have introduced a sun cream (£0.25), packed in a gold handbag size container.

#### Agents for autoclaves

Anglo Continental Machines Ltd, 20 Orange Street, London WC2, have been appointed UK agents for Ing F De Lama & C, Pavia, Italy, manufacturers of a range of steam autoclaves with and without automatic programming and controlled cooling by compressed air. The company also manufacture dry air sterilisers.

#### Price corrected

The price of H. N. Norton's new prescription speciality, Malatex cream, 100g jar, is £0.60 and not as stated last week.

## NOTES ON NEW MEDICAMENTS

#### Depixol

*Chemistry:* Flupenthixol decanoate.

The substance is the thioxanthene analogue of fluphenazine (Moditen), with carbon replacing the nitrogen of the phenothiazine nucleus. Although flupenthixol has certain pharmacological properties similar to related drugs, it also exhibits considerable differences. Thus the

sedative action of the phenothiazine derivatives has been reversed, as flupenthixol has activating and anti-depressant properties.

One of the most important features of the drug is an increased antipsychotic action. The basic compound has the disadvantage of a relatively short action, but conversion to the decanoic acid ester brings about a change in the duration of neuroleptic activity.

When the ester is given by injection as a solution in oil slow release and hydrolysis give a peak blood level in 10-14 days, followed by a plateau effect which persists for 2-3 weeks. That prolonged action is of value in schizophrenia, where continuity of treatment is essential, but co-operation of the patient in taking oral medication is difficult to secure.

#### Praxilene

*Chemistry:*  $\beta$ Naphthyl-1- $\beta$ 1-tetrahydrofuryl diethanolamine isobutyrate acid oxalate (naftidrofuryl).

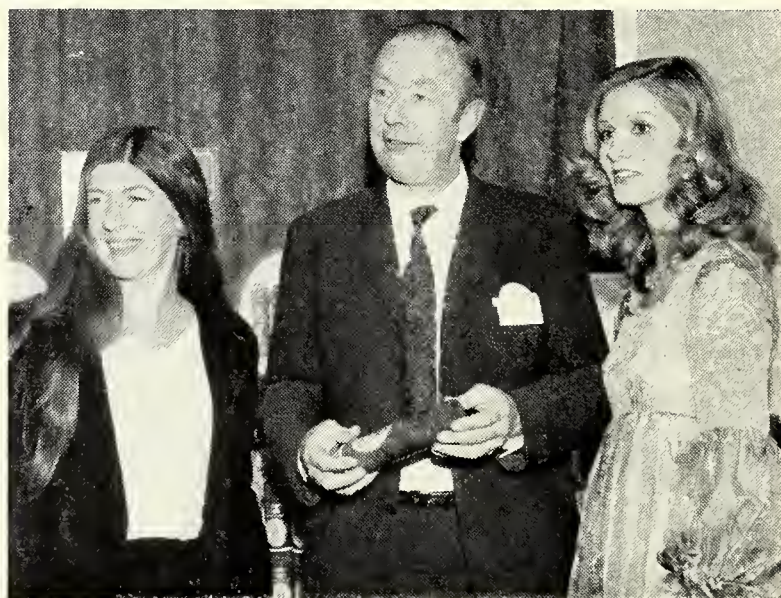
The drug exhibits a diversity of pharmacological activity. It is an antagonist of the natural vasoconstrictor hormones serotonin and bradykinin and possesses an inherent vasodilator and vasospasmolytic action by a sympathetic ganglion blocking effect.

In addition to a local anaesthetic action it also has a stimulant effect on cerebral metabolism and blood flow, and this central action is linked with the activation of the enzyme succino-dehydrogenase in the Krebs cycle. Such activation increases the level of ATP (adenosine triphosphate) in brain tissue.

The energy necessary for neuronal activity in the brain is obtained by the oxidation of glucose, in which reaction ATP plays an essential part. Thus naftidrofuryl appears to possess an unusual combination of properties. The drug has therapeutic applications in the treatment of cerebral vascular disease as well as in disorders of the peripheral vascular system.



Mary Quant with her certificate of honorary membership to the Association of Point-of-Sale Advertising, presented at a reception held recently at the Kensington Close Hotel in London. Mention was made of Miss Quant's cosmetic merchandiser which won the Grand Prix award for design last year in the first-ever APSA award scheme



Pictured at a reception in London last week to launch the new Supersoft hairspray (C&D, June 24, p 862) are, left to right: Sylvia Cook, who rowed the Pacific with John Fairfax, and was voted Supergirl of the 70s by the toiletries division of Reckitt & Colman, Mr Barry Penn, sales director R & C toiletries division, and Sylvia Broadfoot, who is featured on the Supersoft pack



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# Safeguard your business against the death of a fellow director

by Peter Miller

If a pharmacy, or a number of pharmacies is run as a private company, the chances are that the directors will have heavy investments in each other. In practice, the death of a director could be a very serious blow to the company.

This is because, usually, the directors of a private company hold all the shares in the company, and the articles of association may make provision for the shares of a director who has died to be bought by the other shareholders on specified terms. Clearly, in this event, the surviving directors will need to have funds available for this purpose.

It is wrong to think that it is always others who will suffer from a premature death. For instance, out of five men now aged 35, probably one will die within the next 25 years. If two men in their 30's are directors of a company, the chance of one dying within 25 years may be more than double. Clearly, therefore, the risk of death is considerably greater than that of a serious fire on the premises.

## Purchasing shares

Finding funds to purchase shares on the death of a director is by no means always easy. Even if the required amount can be found from a director's own resources, it is unlikely that the necessary funds would be on current or deposit account. Almost certainly, it would be necessary to realise assets of one kind or another, perhaps at a time of falling prices.

On the other hand, it might be possible to obtain an agreeable lender, take the loan, and make provision for its repayment, perhaps by instalments over a period of years.

Another method of tackling the problem would be to find somebody who would be prepared to join the company as a director, and who could provide the funds necessary to purchase the shares.

Although those are possible solutions to the problem, when a director dies, by no means is it always easy to put them into practice. Almost certainly, the best arrangement is for adequate life assurance to be in force. Then, should a director die, these difficulties would not have to be faced.

If assurance is arranged on an agreed basis by all the directors, each director has the satisfaction and peace of mind of knowing that, whether he dies first, or is the survivor, there will be no difficulty about finding funds either for his family's entitlement on his own death, or for him to buy a deceased director's shares.

When trying to work out any scheme to give protection by means of life assur-

ance, there are four main points which need to be borne in mind. It may not be possible to satisfy all of them, but they are important.

☐ In the first place, the money from the insurance company should be paid direct to the surviving directors.

☐ Secondly, the cost of the life assurance should be shared equitably among the directors. Obviously, it is unsatisfactory if the oldest director (who is likely to gain least from the arrangements) should have to pay the highest premium.

☐ Whatever arrangements are made, the liability to estate duty should be kept to a minimum.

☐ Income tax relief in respect of premium paid towards a life policy can be obtained only when the policy is on the life of one's self or one's spouse. If at all possible, the contract should be drawn up so that this relief can be claimed.

Normally, the responsibility for making the arrangements will be on the directors of the company as individuals. In the same way, any premiums in respect of life assurances normally would not qualify as expenses of the business for income tax purposes. They must be met by the respective directors.

There are a number of different ways in which life assurance protection can be arranged. They have been set down concisely in a booklet which has been issued by the London Life Association.

The booklet deals with life assurance on the joint lives of the directors. Basically, this is a single contract arranged on the joint lives of the directors. Each partner pays a share of the premium which is proportionate to the benefit which he stands to receive.

There is little doubt that this is the simplest form of protection. Unfortunately, however, it can become complicated if there are a number of directors requiring protection of this kind. As a result, it is most suitable when there are only two directors.

## Sum assured

With this particular arrangement, the sum assured is paid direct to the surviving director when the first director dies. The cost is divided equitably between the directors. There should be no estate duty liability where each director has paid his appropriate share of the premiums. Nevertheless, the premiums paid will not be eligible for income tax relief.

On the other hand, each director can take out a policy on the life of the other director or directors. This is a good arrangement where there are a number of directors, and there should be no difficulty if somebody else is elected to the board at a later stage. If arrangements are made

on these lines, when one director dies, the sum assured on his life is paid direct to the director who took out the assurance in the first place. There is an equitable distribution of the cost, because each director has paid for the benefit which he will receive.

There should be no estate duty liability on the policies on the life of the deceased director. Nevertheless, the market value of the policies which he arranged on the other directors will form part of his estate, and thus will be liable to estate duty. Because each director will be assuring the lives of the other directors, the premiums will not be eligible for income tax relief.

A third method of tackling this problem is for each director to take out life assurance on his own life, subject to a trust for the other directors. This is rather more complicated, but plenty of advice and practical help will be given by the life office.

## Life policy

If this method is chosen, each life policy is effected subject to a prior declaration of trust in the proposal form in favour of the other directors. Incidentally, those who will benefit under each policy at a later stage can be appointed its trustees by a simple deed. With this kind of arrangement, the sum assured will be paid direct to the trustees. They will also be the beneficiaries of the policy.

An equitable distribution of the cost of this life assurance can be achieved. If the premiums paid under each life policy arranged on this basis are equal, there may very well be no estate duty liability on the policy effected by the partner who died. If, however, there is a marked difference in the ages of the directors, but equal premiums are paid by all, clearly the younger director will not have enough cover on the older director. The balance of cover which he needs can be obtained by taking out further life assurance on the life of the older director.

Apart from the premiums on this additional cover, it should be possible to claim the normal income tax relief on all the premiums which are paid.

When dealing with the main problems of protection for directors each director should also think about provision for retirement, and also for his widow and family if he should die prematurely.

Provision for retirement can be met from gross income, since up to 15 per cent of net relevant earnings (subject to an overall maximum of £1,500 in one year) can be paid towards an approved pension policy. The pension can start to be paid at any time between one's 60th and 70th birthdays, and part of the pension can be exchanged for a tax free cash sum.

Life assurance for one's wife and family can be arranged in a variety of ways. Normally, it is suggested that a policy should be written under the terms of the Married Women's Property Act. In this way, estate duty liability can be kept to a minimum, and benefits will be payable immediately on proof of death, and before the grant of probate is obtained.



# CHEMIST & DRUGGIST

## Price service



A SOOTHING OINTMENT  
**ANTIPEOL**  
TO PROMOTE HEALING

SELLS  
ALL THE  
YEAR  
ROUND  
from your  
wholesaler

### CUMULATIVE AMENDMENTS TO JUNE QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (0-14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0-14) is manufacturer's recommended price. Bold upright figures (0-14) is a suggested guide.

= Price advanced. *r* = Price reduced.  
= New entry. *d* = Delete.  
= Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
0.7 (1397 P de LL)			
Cologne	1 oz 3.43dz	0.86dz	0.50
	2½ oz 6.50dz	1.63dz	0.95
	4 oz 11.65dz	2.91dz	1.70
	8 oz 18.86dz	4.72dz	2.75
perfume	2 cc 3.08dz	0.77dz	0.45
	4 cc 4.80dz	1.20dz	0.70
	¼ oz 6.50dz	1.63dz	0.95
	½ oz 14.74dz	3.69dz	2.15
	1 oz 21.60dz	5.40dz	3.15
	2 oz 36.00dz	9.00dz	5.25
89 FOR MEN (468 F)			
after shave lotion 110 cc	0.48	0.12	0.89
pre-shave lotion 110 cc	0.37	0.09	0.69
having cream brushless			
tube	0.37	0.09	0.71
lather tube	0.37	0.09	0.71
bowl	0.51	0.12	0.95
toilet powder	0.33	0.08	0.61
toilet water 110 cc	1.35	0.32	2.50
A. (211 Butler)			
ozenges	0.08	0.02	0.15
ointment	0.08	0.02	0.15
ECEDIN (878 Napp)			
syrup	120 ml 0.30	..	0.40
	456 ml 1.10	..	1.47
	2.27 l 4.76	..	6.35
tablets	20 0.19	..	0.26
	100 0.85	..	1.14
	500 3.80	..	5.07
ETINAC (1087 Roussel)			
acne treatment	0.80	0.20	TS
MAGIO (1435 FS)			
foam bath	5.16dz	1.29dz	0.80
A. A. M. (1091 Rybar)			
mixture	150 ml 2.25dz	0.56dz	0.33
AM (682 KCL)			
after shave	No1 2.12dz	0.53dz	0.31
	No2 3.42dz	0.85dz	0.50
pre-electric shave	3.42dz	0.85dz	0.50
shave cream			
No.1 brushless	1.37dz	0.34dz	0.20
No.2 brushless	2.05dz	0.51dz	0.30
No.1 lather	1.37dz	0.34dz	0.20
No.2 lather	2.05dz	0.51dz	0.30
ORN (514 Gillette)			
hair spray	2.26dz	0.54dz	0.31
renaline (1091 Rybar)			
inhalation solution	28 ml 2.20dz	..	0.27½
RCEL (608 Hinders)			
insoles	pair 1.92dz	0.24dz	

	Trade £.p	Tax £.p	Retail £.p
ALLERGAN (35 Allergan)			
(distributors 1121 Searle)			
soaking solution	120 cc 0.46	..	0.69
wetting solution	60 cc 0.44	..	0.66
ALL FOURS (488 Fyde)			
(distributors 234 Cartwright)			
ALL FRESH (105 BTD)			
clean-up squares	10 sachets 1.68dz	0.425dz	0.22
ALLPYRAL (1460 Dome)			
skin testing solutions	0.30	..	0.40
ALLPYRAL-MITE (1460 Dome)			
fortified set	10.50	..	14.00
ALOPECININ (1521 Pharm Dis)			
pomade	1 oz 10.68dz	3.14dz	1.49 †s4B
tablets	30 10.68dz	3.14dz	1.49 †s4B
ALQUINAX (1068 Roberts)			
suspension	150 ml 3.40dz	..	0.44
tablets	25 2.63dz	..	0.34
ALTOIDS (1152 SK)			
	1.05dz	0.19dz	0.14
ALUPENT (145 Boehringer)			
(distributors 501 Geigy)			
obstetric ampoules	5 1.40	..	..
ALUSAC (218 Calmic) entire entry			<i>d</i>
AMBRAY (617 Holloway)			
bath crystals	X.61 4.00dz	1.00dz	0.58½
bath cubes	X.15 0.74dz	0.185dz	0.11
bath sparkle	X.36 3.00dz	0.75dz	0.42
bubble baths			
Bill McBubble	X.29 1.94dz	0.485dz	0.28½
Drummer boy	X.27 1.46dz	0.365dz	0.21½
facetted	X.71 2.66dz	0.665dz	0.39
floral	X.15 0.74dz	0.185dz	0.11
framed	X.55 2.66dz	0.665dz	0.39
Gaiety girl	X.46 5.00dz	1.25dz	0.73
globes	X.42 1.46dz	0.365dz	0.21½
trio pack	X.57 4.40dz	1.10dz	0.64½
gold-topped	X.49 1.27dz	0.32dz	0.18½
boxed	X.52 3.27dz	0.82dz	0.48
Grecian	X.66 6.67dz	1.67dz	0.97½
icicles	X.62 3.00dz	0.75dz	0.42
miniatures-twinpacks			
	X.63 3.34dz	0.835dz	0.49
foursome			
	X.65 6.00dz	1.50dz	0.87½
swirl	X.43 2.33dz	0.58dz	0.34
teardrop	X.53 2.33dz	0.58dz	0.34
bubble bath angels	X.72 1.46dz	0.365dz	0.21½
talc			
snowman	X.22 1.16dz	0.29dz	0.17
AMBROSIIUM (1547 AHF)			
honey spread	..	..	0.47
tranquil	small 0.21	0.055	0.37½
	medium 0.37	0.095	0.70
	large 0.54	0.135	1.00
AMINOPLEX-5 (503 G)			
1 litre	5.40		
AMM-I-DENT (1178 Stafford)			
toothpaste	standard 1.095dz	0.275dz	0.14½
	large 1.57dz	0.395dz	0.20½
AMOVON (44 Amovon)			
corn caps	.. 0.06	0.015	0.10½
paste	.. 0.045	0.0135	0.08
	.. 0.067	0.0166	0.12
AMPHETONE (1545 Vestric)			
entire entry			<i>d</i>
AMYTAL (413 Lilly)			
and ephedrine Pulvules 100			<i>d</i>
ANADERM (705 Kirby)			
pile ointment	15 g 1.80dz	0.45dz	0.29 †
ANAROIDS (1091 Rybar)			
	12 1.80dz	0.45dz	0.27
	dp96 1.00		
ANIMALINTEX (1073 Robinson)			
poultice dressing			
(vet.)	10 2.624	0.656	0.40
	(1½ dz)	(1½ dz)	

	Trade £.p	Tax £.p	Retail £.p
ANKLE VIGGER (608 Hinders)			
ankle bandage No1 pair	7.20dz	..	..
natural pair	6.24dz	..	..
ANSOCHROME (490 GAF)			
films including processing			
daylight 64	120/12	..	1.00
	126/20	..	1.27½
	135/20	..	1.27½
	135/36	..	1.85
daylight 200	135/20	..	1.50
	135/36	..	2.15
	500 135/20	..	1.70
ANTAGAL (1068 Roberts)			
suspension	150 ml 1.94dz	0.48dz	0.29
tablets	48 1.73dz	0.43dz	0.26
ANTOIN (311 C)			
	20 0.10	0.03	0.18 †s7DD1
APROTEN (227 Erba)			
dietetic semolina	200 g 0.30	..	0.45
AQUA NET (109 BCL)			
hair spray	80 g 1.465dz	0.365dz	0.21
	118 g 1.60dz	0.40dz	0.23
	150 g 1.88dz	0.47dz	0.27
	320 g 2.99dz	0.75dz	0.43
	sachet 0.42dz	0.10dz	0.06
	8 oz 1.465dz	0.365dz	0.21
	16 oz 2.99dz	0.75dz	0.43
ARCANCIL (1279 V of M)			
eyebrow brush	222	..	0.30
eyelash grower	777	..	0.40
eyelashes	611	..	0.90
eye liner liquid			
regular	490	..	0.48
pearl	490N	..	0.48
brush	110	..	0.30
eye make-up remover			
	260	..	0.25
	290	..	0.48
eye pencil			
regular	555	..	0.20
pearl	755	..	0.20
sharpener	520	..	0.25
self-sharpening	999	..	0.48
refill	999R	..	0.25
eye shadow cream	225	..	0.48
powder	160	..	0.55
stick	640	..	0.35
pearl 640N		..	0.35
mascara trial	220	..	0.25
large	335	..	0.40
refill	335 R	..	0.25
brush-on	270	..	0.70
refill	370	..	0.35
ARDENA (60 Arden)			
bronze glo	712.00	..	0.85
covering cream	123.01	..	0.95
mask	108.99	..	1.60
powder	511.00	..	1.30
	520.00	..	1.25
	514.00	..	1.70
sun control	713.00	..	1.20
traveller II case	956.00	..	2.25
wax depilatory set			
	720.01	..	2.95
	721.00	..	0.95
AROBON (883 Nestles)			
powder	150 g 2.83dz	0.71dz	0.38
ARRID (235 CW)			
antiperspirant deodorant aerosol			
light powder	130 g 3.08dz	0.73dz	0.40
	190 g 3.85dz	0.92dz	0.50
	255 g 4.86dz	1.16dz	0.63
ASCALIX (1301 WM)			
syrup	30 ml 0.12	..	0.18
ASCON (311C)			
tablets	20 0.10	0.03	0.18†
ASH (1556 Farillon)			
dental floss	12 yd 0.96dz	0.24dz	0.14

the most versatile digitalis glycoside

# LANOXIN\* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

\*Trade Mark





	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ASHFORDS (1141 Simpkin)				BELLAIR (109 BCL)				BLUE EYETEC (1073 Robinson)			
scissors nickel plated				hair spray				first aid dressings with			
nail straight 401A	2.25dz	tax paid	0.28	aerosol	118 g	1.465dz	0.365dz	0.21	metallic strip waterproof		
nail curved 403A	2.65dz	tax paid	0.33		200 g	1.95dz	0.49dz	0.28	dressing strips		
cuticle straight 405A	2.25dz	tax paid	0.28		303 g	2.65dz	0.66dz	0.38	¾ in x 2½ in	48	0.225
cuticle curved 407A	2.65dz	tax paid	0.33	squeeze spray						144	0.645
pocket 409A	2.40dz	tax paid	0.30	75 cc	0.87dz	0.22dz	0.12½	¾ in x 3 in	48	0.265	
nurses sh/sh 411A	4.05dz	tax paid	0.50	refill sachet					144	0.685	
sh/bl 413A	4.05dz	tax paid	0.50	40 cc	0.42dz	0.10dz	0.06	1½ in x 3¼ in	50	0.515	
bl/bl 415A	4.05dz	tax paid	0.50	bottle				1⅞ in x 2½ in	50	0.30	
household 417A	5.25dz	tax paid	0.65	75 cc	0.70dz	0.17dz	0.10	1 in x 1¾ in	50	0.25	
scissors stainless steel				shampoo liquid	sachet	0.14dz	0.045dz	0.02	finger dressing		
nail straight 402A	3.45dz	tax paid	0.43	sachet		0.70dz	0.17dz	0.10	1 in x 7 in	24	0.525
nail curved 404A	3.95dz	tax paid	0.48	bottle		0.77dz	0.19dz	0.11	wound dressing		
cuticle straight 406A	3.45dz	tax paid	0.43	talcum	..				2 in x 3 in	50	0.66
cuticle curved 408A	3.95dz	tax paid	0.48						1½ in x 2 in	50	0.36
pocket 410A	3.60dz	tax paid	0.45	BELL'S (108 Bell)				without metallic strip			
nurses sh/sh 412A	5.50dz	tax paid	0.68	pet remedies				dressing strip			
sh/bl 414A	5.50dz	tax paid	0.68	blood salts powder				¾ in x 1½ in	144	0.59	
bl/bl 416A	5.50dz	tax paid	0.68	20 g	0.08	0.02	0.12				
household 418A	7.65dz	tax paid	0.95	100 g	0.14	0.035	0.20	wound dressing			
nail clippers 433C	1.60dz	tax paid	0.20	budgie tonic		0.06	0.015	0.11	1½ in x 1½ in	50	0.32
nail files stainless steel				canker lotion		0.14	0.035	0.25			
assorted 431C	0.84dz	tax paid	0.10	powder		0.08	0.02	0.15	waterproof strapping		
tweezers chrome				cough tablets (dogs or cats)		0.07	0.02	0.12	½ in x 5 yd	12	1.06
assorted 432C	1.20dz	tax paid	0.15			0.07	0.02	0.13	1 in x 5 yd	12	1.51
ASILONE (117 BPL)				diarrhoea tablets		0.07	0.02	0.13	2 in x 5 yd	12	2.495
paediatric sachets	25	0.24	0.06	eczema ointment		0.09	0.025	0.17	3 in x 5 yd	12	3.325
suspension 300 ml	0.73	0.18	1.27	eye lotion		0.14	0.035	0.25	BLUE GRASS (60 Arden)		
tablets 250 mg	12	0.18	0.05	ointment		0.08	0.02	0.15	bath cubes	733.75	..
dp 100	1.23	0.31	2.15	gastritis tablets		0.07	0.02	0.12	bath mitt	743.75	..
50 mg dp 100	0.53	0.13	0.92	Katnips powder		0.08	0.02	0.14	bath oil	766.82	..
ATENSINE (117 BPL)				tablets		0.05	0.015	0.09		766.00	..
tablets 2 mg	250	1.02	..			0.09	0.025	0.17		766.00	..
1000	4.00	..	6.00	laxative tablets		0.05	0.015	0.09	bath salts	762.75	..
5 mg	250	1.54	..	Mange-Pak		0.08	0.02	0.15	brilliantine	301.75	..
1000	5.90	..	8.85	Moulter		0.06	0.015	0.11	deodorant liquid	724.90	..
ATKINSON & BARKER'S (1418 Strenol)				pet ointment		0.09	0.025	0.17	roll-on	731.00	..
infants' gripe mixture	0.95dz	0.24dz	0.14	sedative tablets (dogs & cats)		0.07	0.02	0.12	spray	722.75	..
ATLAS (1233 Thorn)				shampoo liquid		0.13	0.035	0.23	stick	729.00	..
Magicube X (3)	0.66					0.18	0.045	0.32	fluffy cream	730.00	..
Magicube X (2)				Snowcoat (dogs & cats)		0.09	0.025	0.17		730.00	..
AURACET (1305 WB)				worm capsules (dogs)		0.08	0.02	0.14	dusting powder	755.75	..
eardrops	15 ml	0.16	0.04	worming oil		0.07	0.02	0.13		739.75	..
AURUM AMBROSIMUM (1547 AHF)				BENCARD (113 Bencard)				oval			
small	0.21	0.055	0.37½	house dust mite					round	754.75	..
medium	0.37	0.095	0.70	prick test	2 ml	2.00			lightweight	744.75	..
large	0.54	0.135	1.00	vaccine					eau de parfum	800.38	..
AYDS (1491 Cuticura)				basic course SDV	10.00					800.37	..
vanilla, mint and coffee	1.08	..	1.44	vial No 3 SDV	7.90				flower mist	800.20	..
AZILEX (652 Ingasetter)				BENOID'S (1152 SK)				800.32			
cream	0.17	0.04	0.30			0.91dz	0.227dz	0.13		800.21	..
BABEZONE (488 Fylde)				BENYLIN (938 PD)				800.23			
(distributors 234 Cartwright)				expectorant	125 ml	2.10dz	0.54dz	0.31	atomiser	800.22	..
bronchial syrup				with codeine	125 ml	0.20	0.05	0.35	spray	800.46	..
100 ml	0.12	0.03	0.21	BETADINE (878 Napp)				lightweight			
BABY SAFE (705 Kirby)				aerosol spray	90 ml	1.17	..	1.56	fluffy milk bath	741.75	..
cotton buds	80	1.14	..	alcoholic solution					foaming beauty bath	769.75	..
		(½ dz)	..						gift box	969.00	..
160	1.92	..	0.44	500 ml	1.50	..	..	2.00		980.00	..
steriliser unit		(½ dz)	..	5 l	9.50	..	..	12.67	de luxe	989.01	..
sterilising tablets	30	2.13	0.225	5 l	9.06	..	..	12.08	hairspray	318.75	..
(unfoiled)	250	1.19	..	4.54 l					hand lotion	347.75	..
BABY SAFE (1327 WSL)				ointment	25 g	0.25	..	0.34		347.71	..
napkin pins (3)	..	6.00	0.675	60 g	0.53	..	..	0.71	lightweight	347.55	..
		(gross)	(gross)	scalp & skin cleanser						347.85	..
BACCHUS (301 Coty)				100 ml	0.41	..	..	0.55		347.95	..
after shave bronzing	0.554	0.138	0.99	surgical scrub	5 l	9.70	..	12.93	moisture bath	761.75	..
athlete's foot lotion	14 g	0.15	0.04	4.54 l					perfumair	800.06	..
40 g	0.12	0.03	0.20	vaginal douche	240 ml	0.98	..	1.31	perfume	800.41	..
100 g	0.18	0.045	0.31	gel	80 g	0.98	..	1.31		800.42	..
BAND-AID (672 Johnson)				pessaries	14	0.98	..	1.31	golden atomiser		
washproof plasters				BISLUMINA (824 MCP)				refill			
wallets assorted	0.85dz	..	0.10	packs of 50 and 250 tablets					mist	800.34	..
BARMENE (793 MFL)				BITUPAL (1387 L of L)				oil			
pure yeast extract 3½oz	1.35dz	..	0.15	ointment	tube	0.30	0.075	0.60	soap hand (1)	734.75	..
low sodium 3½oz	1.44dz	..	0.16	BLAKE'S (135 TB)				(3)			
7oz	2.25dz	..	0.25	witch hazel cream	100 g	0.21	0.05	0.38	bath (1)	747.75	..
1lb	4.42dz	..	0.46	BLANCHARD'S (804 Martyn)					(3)	748.75	..
7lb	1.92	..	2.40	pills	54	1.35dz	0.34dz	0.18	travel	752.75	..
BAYER (97 Bayer)				BLEASDALE'S (139 Bleasdale)				solid Cologne			
aspirin tablets	30	0.065	0.02	antiseptic ointment						825.01	..
B.B.P. (1371 WDR) entire entry				25 g	0.50dz	0.125dz			BLUE PETER (652 Ingasetter)		
B.B.P. (1615 BBP)				50 g	0.70dz	0.175dz			after shave	0.23	0.06
baby bibs pinafore	..	1.35dz	..	bronchial emulsion				BODY BULK (793 MFL)			
plastic	..	0.375dz	..	100 ml	0.73dz	0.18dz			3lb	1.02	..
baby pants				250 ml	1.13dz	0.28dz			7lb	2.08	..
small or medium	0.525dz	..	0.06½	500 ml	1.88dz	0.47dz			BOUNCE (967 Petfoods)		
ex. large	0.625dz	..	0.07½	chillie paste	50 g	0.74dz	0.185dz		economy	1.61dz	0.25dz
assorted colours large	0.50dz	..	0.06	compound	25 ml	0.96dz	0.24dz	†DDI	BOUQUET (576 PH)		
elastic	0.60dz	..	0.07½	50 ml	1.68dz	0.42dz		†DDI	hand cream	4 oz	0.18
frilly				coconut oil shampoo					8 oz	0.24	0.06
plain	..	1.35dz	..	100 ml	0.78dz	0.195dz			500 ml	0.45	0.11
coloured	..	2.00dz	..	zinc and castor oil cream					21	1.20	0.30
embossed	..	2.00dz	..	25 g	0.45dz	0.11dz			BOURRASQUE (933 PLG)		
coloured	..	2.20dz	..	50 g	0.55dz	0.135dz			parfum de toilette		
flowered	..	2.20dz	..	100 g	0.94dz	0.235dz			15 cc	..	0.9
potties	..	2.50dz	..	BLINK-N-CLEAN (35 Allergan)				63			
soothers	..	1.00dz	..	(distributors 1121 Searle)					50 cc	..	1.8
	(3 dz)		0.04	contact lens solution					64	100 cc	..
BEECHAM'S (104 BP)				7.5 cc	0.36	..	..	0.54	65	200 cc	..
pills	1.325dz	0.335dz	0.17	BLISS (641 HSL)				66			
powders				foot powder	60 g	0.11	0.03	0.19	400 cc	..	5.7
+ hot lemon	30	0.875	0.22	BLOC-MEN (845 GM)				atomiser			
	(2½ dz)	(2½ dz)	0.04½	emulsion		0.35	0.08	0.58	refill	90 cc	..
				stick		0.30	0.08	0.50		90 cc	..
									perfume		
									trial size	1.0 cc	..
									48	3.5 cc	..
									49	7 cc	..
									50	10 cc	..
									51	15 cc	..
									52	30 cc	..
											9.5



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ADOSOL (262 CIBA)					Chiario				emollient	251-1	"	1.80
ozenges	24	0.12	"	0.18	bronzer	532-2	"	1.38		251-2	"	2.70
pack of 20				d	Cologne	530-4	"	2.30		251-4	"	3.90
AUN (1588 HG)					dry deodorant	534-4	"	1.15	special lotion	304-4	"	1.10
hair dryer	HLD	9.41	1.66	12.00	face conditioner				Sun-Bronze			
	HLD4	5.89	1.04	7.50		531-4	"	2.02	deep tone tube	604-2	"	0.95
BONNLEY (194 Bronnley)					face tamer	533-4	"	2.02	bottle		"	
soap country herbs					talc	535-3	"	1.15	604-3	"	"	1.40
visitors (6)					Directoire				604-5	"	"	2.35
export de luxe	0122	"	"	0.66	bath oil	462-2	"	2.07	invisible tube	605-2	"	0.95
UMES (933 PLG)				d	floreal	412-2	"	1.44	bottle	605-3	"	1.40
parfum de toilette						412-4	"	2.07	605-5	"	"	2.35
					mist	412-3	"	2.70	throat cream concentrate		"	
	15 cc	"	"	0.95	talc	455-4	"	1.15	226-1	"	"	2.70
	50 cc	"	"	1.85	toilet soap (3)	472-2	"	1.45	veillesence	280-1	"	5.75
	100 cc	"	"	3.10	disaster cream	253-1	"	1.30	velvet foam	204-2	"	1.10
	200 cc	"	"	4.50	dry skin cleanser	202-4	"	1.44	texture lotion	224-4	"	1.60
	400 cc	"	"	5.75	dual lotion	305-4	"	1.80	CHRISTIAN DIOR (248 COTR)			
perfume	1.0 cc	"	"	0.50		305-8	"	2.70	existing entry			d
	3.5cc	"	"	1.85	eyebrow makeup compact				CHRISTIAN DIOR (1619 PCDL)			
	7 cc	"	"	3.10	146-IN	"	"	1.44	apricot cream	"	"	1.13
	10 cc	"	"	4.50	eye cream	243-1	"	1.10	cuticle oil	"	"	0.70
	15 cc	"	"	5.75	eyelash cream	244-0	"	0.75	cuticle remover	"	"	0.70
	30 cc	"	"	9.50	eyelid lustre	147-1	"	1.44	Diorama			
UT (446 FI)					eyelid makeup compact	145-IN	"	1.44	dusting powder			
deodorant stick	"	"	"	0.80	eye oil concentrate				220 cc	"	"	3.17
DALE (346 Dales)				†s4A	225-0	"	"	1.25	eau de Cologne	56 cc	"	1.99
tablets	100	8.40dz	"	†s4A	eye oil treatment stick				eau de Toilette	56 cc	"	3.28
	500	2.75	"		227-0	"	"	2.20	110 cc	"	"	4.92
NTY (234 Cartwright)					eye pencil	152-2	"	1.44	perfume			
powder	tin	0.93dz	0.235dz	0.13½	refill	152-9	"	0.60	aerosol atomiseur	14 cc	"	6.35
soap	"	1.09dz	0.275dz	0.15½	eye shadow liqui-cream	153-1	"	1.44	handbag atomiseur	"	"	3.60
ZZ OFF (252 Chelspa)					eye shadow pommade	156-1	"	1.55	model voyage	"	"	3.88
quid	35 cc	1.02dz	0.255dz	0.15	face shaders	168-1	"	2.55	Dioressence			
DOLAX (878 Napp)					feather touch cleanser	203-4	"	1.47	after bath friction	1½ oz	"	2.16
syrup	150 ml	0.21	"	0.30		203-8	"	2.15	atomiseur	3 oz	"	3.46
DUM (280 CP)					face powder	203-16	"	3.25	bath perfume	½ oz	"	2.60
oap toilet	"	2.78	0.695	0.05½	firmesscence 770 lotion	169-2	"	2.35	body lotion	3 oz	"	2.51
	(6 dz)	(6 dz)			418-1	"	"	4.55	foaming milk bath	"	"	2.58
bath	"	2.70	0.675	0.08	cream	416-2	"	4.55	soap toilet (3)	"	"	1.66
	(4 dz)	(4 dz)			hand cream	248-2	"	0.75	bath (3)	"	"	2.78
FFEXEN (211 Butler)					heel & elbow treatment	249-2	"		Diorissimo			
100 ml	0.155	0.04	0.27		lipsticks	281-1	"	3.70	dusting powder			
IFORNIAN POPPY (1102 Sanitas)					liqui-cream foundation				220 cc	"	"	3.17
perfume	trial	0.845dz	0.210dz	0.125	pressed powder compact	155-1	"	1.47	eau de Cologne	56 cc	"	1.99
standard	"	1.255dz	0.315dz	0.18	refill	155-9	"	0.92	atomiseur	56 cc	"	3.40
perfumed Cologne	"	2.25dz	0.56dz	0.33	711-1	"	"	2.02	56 cc	"	"	2.30
alum powder	"	1.12dz	0.28dz	0.16	757-1	"	"	1.38	114 cc	"	"	3.93
A. M. (1091 Rybar)					705-0	"	"	1.44	eau de satin body lotion	"	"	2.51
150 ml	1.80dz	0.45dz	0.27		fizz for creaming	759-2	"	1.25	eau de toilette	56 cc	"	2.51
oap bath					moisturising	758-2	"	1.60	atomiseur	112 cc	"	5.32
	3.38	0.82	0.10		washing	760-4	"	1.25	voyage	56 cc	"	3.28
	(4 dz)	(4 dz)			lights	725-04	"	1.15	110 cc	"	"	4.92
MPHONIA (1618 BFL)					mask	254-2	"	1.65	perfume			
	0.09	0.025	0.14		moisturiser	708-1	"	1.44	aerosol atomiseur	7 cc	"	4.80
	0.155	0.04	0.24		novesscence	230-2	"	7.35	14 cc	"	"	6.35
MTHOL (620 Hooper)					refills	230-R1/2	"	3.70	28 cc	"	"	8.81
unctus	150 ml	0.095	0.025	0.30 †	oily skin cleanser	201-4	"	1.44	handbag atomiseur	"	"	3.60
	300 ml	0.165	0.0425	0.50 †	powder box	161-3	"	2.00	model voyage	7 cc	"	3.88
NOE (350 Dana)					161-5	"	"	2.70	pour le sac	"	"	2.30
cologne	100cc	1.24	0.302	2.27	Revenesscence	322-2	"	2.60	standard	14 cc	"	6.35
	220cc	2.06	0.502	3.77	after shave	241-0	"	2.10	28 cc	"	"	8.80
	420cc	3.43	0.836	6.27	cream	241-1	"	3.20	soap toilet (3)	"	"	1.66
pray bath powder	196g	0.365	0.089	0.67	241-2	"	"	5.00	bath (3)	"	"	2.78
alc	120g	0.45	0.11	0.82	lotion	321-2	"	3.33	112 cc	"	"	5.32
FRISOMA (1441 Wallace)					mask	321-4	"	5.20	perfume			
ompound	50	0.38	0.10	†s4B	moisture glow cream	250-1	"	1.80	aerosol atomiseur	14 cc	"	6.35
	250	1.79	0.45	†s4B	239-01	"	"	3.20	handbag atomiseur	"	"	3.60
ROLINE (1621 Interbro)					240-02	"	"	3.33	model voyage	"	"	3.88
isposable nappy pads					Ritual				Fraiche			
	30	5.00	"	0.33	bath oil	420-1	"	2.30	bath oil	28 cc	"	3.21
	50	4.80dz	"	0.63	Cologne	425-1	"	1.15	Cologne atomiseur			
	100	9.48dz	"	0.89	dry deodorant	427-5	"	1.15	56 cc	"	"	2.30
STELLAN No.10 (1075 R)					dusting powder	431-5	"	1.85	110 cc	"	"	3.40
hildrens syrup	117 ml	1.37dz	0.34dz	0.19 †DDI	night treatment	235-1	"	3.75	atomiseur	56 cc	"	2.30
TRIONA (652 Ingasetter)					235-2	"	"	6.20	114 cc	"	"	3.93
perfume	½ oz	0.69	0.17	1.20	rousing face wash	438	"	1.95	perfume			
	1 oz	1.14	0.29	2.00	soap	437-5	"	0.95	aerosol atomiseur	14 cc	"	6.35
LABS (727 Lane)					sparkling gel cleanser	439	"	1.95	handbag atomiseur	"	"	3.60
tablets	95	0.17	0.045	0.29	spray Cologne	425-2	"	2.07	model voyage	"	"	3.88
	180	0.26	0.065	0.46	velvet perfume	430-1	"	1.60	Fraiche			
LOSENE (1073 Robinson)					Ritz cleanser	208-4	"	1.15	bath oil	28 cc	"	3.21
cellulose wadding	16 oz	0.19			mat	290-1	"	2.10	Cologne atomiseur			
REVON (218 Calmic)					pearlised	290-1P	"	2.25	56 cc	"	"	2.30
tablets	100	"	"	d	rousse	125-0	"	1.65	110 cc	"	"	3.40
TRA (1073 Robinson)					skin bloom lotion	277-2	"	1.29	atomiseur	56 cc	"	2.30
face masks	standard	15.94			skin freshener	302-4	"	1.10	114 cc	"	"	3.93
	(1 gross)				special cream	302-8	"	1.85	eau de satin body lotion			
APPIE (967 Petfoods)					302-16	"	"	2.80	84 cc	"	"	2.51
economy					247-1	"	"	0.97	eau de toilette	16 oz	"	13.61
ARABS (727 Lane)					special formula concentrate	255-1	"	2.70	atomiseur	56 cc	"	2.51
tablets	95	0.17	0.045	0.29					112 cc	"	"	5.32
	180	0.26	0.065	0.46					voyage	56 cc	"	3.28
CHARLES OF THE RITZ (248 COTR)									110 cc	"	"	4.92
labaster hand lotion									220 cc	"	"	7.43
	342-4	"	"	1.38					perfume			
antiperspirant	352-3	"	"	1.20					aerosol atomiseur			
.P.D. Ritz	353-2	"	"	1.02					7 cc	"	"	4.80
stringent cream	252-1	"	"	2.30					14 cc	"	"	6.35
stringent milá	301-4	"	"	1.05					28 cc	"	"	8.81
uto-lashique	134-1	"	"	1.29					hand cream	"	"	0.95
refill	134-9	"	"	0.87					lip gloss	"	"	1.09
lushing pommade	299-01	"	"	1.95					lipstick	"	"	0.64
lushing powder	170-01	"	"	2.25					Miss Dior			
body works	470-8	"	"	1.38					dusting powder			
cheek pommade									220 cc	"	"	3.17
	157-1	"	"	1.77					eau de Cologne	56 cc	"	1.99



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
handbag atomiseur	..	..	3.60	COTAZYM B (917 Organon)				DYLON (816 Mayborn)			
model voyage 7 cc	..	..	3.88	tablets pack of 30			d	cold fix sachet	..	..	0.03
pour le sac	..	..	2.30	COTY (301 Coty)				curtain white sachet	..	..	0.06
standard 14 cc	..	..	6.35	Ultra legs				bottle	..	..	0.22
28 cc	..	..	8.80	leg bronzer	0.46	0.115	0.75	paintex cold dye	..	..	0.08
56 cc	..	..	12.70	COW & GATE (307 C&G)				thickener carton	..	..	0.08
soap toilet (3)	..	..	1.66	milk food				EAREX (402 Earex)			
bath (3)	..	..	2.78	full cream 454 g	3.79dz	..	0.36	aseptic wool	0.06	..	0.07
talc 112 cc	..	..	1.27	half cream 454 g	3.79dz	..	0.36	drops 12 ml	0.15	0.037	0.25
nail enamels				humanised 454 g	3.81dz	..	0.36	ECLIPSOL (1282 VB)			
cream	..	..	0.40	CREAM SILK (412 Elida-Gibbs)				hair grower forcer	1.40dz	0.35dz	0.25
frosted	..	..	0.44	hair conditioner				pine tar shampoo	0.75dz	0.187dz	0.12
ultra cream	..	..	0.78	flyaway or brittle				prescription 483	1.40dz	0.35dz	0.25
ultra frosted	..	..	0.91	sachet	0.35dz	0.09dz	0.04½	ECOMYTRIN (1310 WW)			
remover	..	..	0.53	bottle	1.27dz	0.32dz	0.17	cream with hydrocortisone 15 g			
super base	..	..	0.70	CROUPLINE (1068 Roberts)				ELIZABETH ARDEN (60 Arden)			
super sealer	..	..	0.70	cough syrup				anti-brown masque			
for men				small	1.24dz	0.31dz	0.18	114.01	..	..	1.15
after shave	56 cc	..	1.77	large	2.41dz	0.60dz	0.34	astrigent patter	770.00	..	2.50
110 cc	..	..	2.77	CROWN (1073 Robinson)				atomiser	788.00	..	0.95
112 cc	..	..	3.50	corn caps 6	1.65dz	0.413dz		Beauty Sleep	127.33	..	1.80
travel pack	..	..	2.43	wool felt 6	0.685dz			127.34	..	..	3.50
Cologne	56 cc	..	1.99	4½ in x 2½ in x ¾ in	0.965dz			127.35	..	..	5.90
110 cc	..	..	3.40	4 in x 3 in x ¾ in	0.965dz			344.85	..	..	0.80
220 cc	..	..	5.32	C. T. A. (1091 Rybar)				214.02	..	..	1.20
16 oz	..	..	8.65	28 ml	0.90dz	0.22dz	0.13	body cream	110.04	..	0.85
32 oz	..	..	18.15	CUPAL (333 Cupal)				110.08	..	..	1.40
atomiseur	112 cc	..	3.93	ephedrine oil			d	110.16	..	..	3.85
travel pack	..	..	2.78	CUSSONS (338 Cussons)				423.95	..	..	1.50
deodorant atomiseur	..	..	2.73	brilliantine liquid 58 cc	1.011dz	0.25dz	0.14	bronzing gel	422.97	..	1.95
foam shave aerosol	..	..	1.55	112 cc	1.66dz	0.41dz	0.23	colour veil compact	549.00	..	1.83
pre-shave	110 cc	..	2.76	Imperial Leather brilliantine liquid both sizes			d	refill	548.66	..	0.75
shaving cream	..	..	0.95	CYCLAX (341 Cyclax)				550.00	..	..	0.75
soap toilet (3)	..	..	1.66	skin bracer	..	..	0.04 or	complexion clear	120.02	..	1.28
bath (3)	..	..	2.78				3 for 0.10	cream patter	780.00	..	2.50
talc 112 cc	..	..	1.27	CYPHOIDS (1152 SK)				creme extrodinaire	125.01	..	2.30
CHARM (1327 WSL)				DAMAROIDS (641 HSL)				125.02	..	..	3.90
hairpins polypak	2.90	0.725	0.04	tablets concentrated 50	0.46	0.115	0.80	125.35	..	..	5.90
	(gross)	(gross)		special 72	0.83	0.21	1.46	eight hour cream	118.01	..	0.83
CHIRON (387 DBMP)				standard 50	0.22	0.055	0.38	118.99	..	..	1.15
barrier cream tube	0.19	0.05	0.30	DANERAL (614 Hoechst)				eyebrow brush	781.00	..	0.30
CHLORO-YEAST (1198 SIC)				entire entry			d	eyebrow pencil	373.00	..	0.40
tablets 20	1.37dz	0.34dz	0.20	DANUSA (1467 Trend)				automatic	394.00	..	0.95
125	3.90dz	0.98dz	0.56	body moisturiser	0.65	0.165	1.35	refill	395.00	..	0.40
CHOLOXON (95 Baxter)				bubble bath	0.44	0.11	0.91	eyelashes	398.00	..	1.70
tablets 50	1.50	0.38	†s4B	giant	1.43	0.36	2.92	extra thick	399.00	..	1.80
250	5.10	1.27	†s4B	cleansing milk	0.29	0.075	0.60	extra long	368.00	..	1.80
CIRCULIN (727 Lane)				with moisturiser	0.41	0.105	0.85	full	384.00	..	1.80
forte 120	0.35	0.09	0.65	solid	0.35	0.09	0.73	semi	383.00	..	1.65
CIRCULINOL (727 Lane)				deodorant spray dermatalc	0.53	0.135	1.06	lower	382.00	..	1.65
100	0.57	0.145	0.98	invisible	0.36	0.09	0.75	spikelet	385.00	..	1.80
CLAIROL (172 BMCL)				face moisturiser	0.38	0.095	0.78	fixative	398.99	..	0.35
Born Blond colourant	0.315	0.079	0.54	fluid depilatory	0.36	0.09	0.75	eyeliner brush	790.00	..	0.40
lightener	0.373	0.093	0.64	giant	0.53	0.135	1.06	eyeliner pencil	369.00	..	0.85
Nice N' Easy hair colour	0.307	0.077	0.53 ±	nourishing face cream				refill	370.00	..	0.40
CLEAN-N-SOAK (35 Allergan)				tube	0.33	0.085	0.66	eyeliner cake	379.00	..	0.80
(distributors 1121 Searle)				jar	0.67	0.17	1.38	eye make-up remover	367.99	..	0.60
soaking solution 120 cc	0.54	..	0.81	soap	0.24	0.06	0.43	eye shadow cake	381.00	..	0.80
CLEAN-N-SOAKIT (35 Allergan)				tonic dew spray				cream	360.01	..	0.85
(distributors 1121 Searle)	1.00	..	1.50	standard	0.34	0.085	0.70	creamy powder	377.00	..	1.20
CLEAN-N-STOW (35 Allergan)				giant	0.57	0.145	1.17	shado III compact	364.02	..	1.50
(distributors 1121 Searle)	1.20	..	1.80	tonic hand cream	0.30	0.075	0.62	shado wand	793.00	..	0.40
Prep Pak	1.50	..	2.25	DARKON (641 HSL)				eyebrow tweezers	774.00	..	1.20
CLOSE UP (412 Elida-Gibbs)				hair pomade 55 g	0.20	0.05	0.35	faint blush	419.00	..	1.90
toothpaste economy	2.24dz	0.56dz	0.29	DAY-VITS (705 Kirby)				fluffy cleansing cream	112.02	..	0.80
COBADEX (311 C)				tablets 30	2.50dz	..	0.35	112.04	..	..	1.40
ointment 0.5% 20 g	0.35	..	0.52½TS	DECKERS (923 OG)				112.08	..	..	2.30
1% 20 g	0.50	..	0.75 TS	bay rum 5oz	0.10	0.025	0.18	foundation, featherlight	403.00	..	0.90
CODELLA (878 Napp)				DEE (652 Ingasetter)				gift box	982.00	..	2.70
cream 25 g	0.09	0.03	0.16	lavender 3 oz	0.34	0.09	0.60	985.00	..	..	15.00
100 g	0.20	0.05	0.35	handbag 6 oz	0.54	0.14	0.95	976.00	..	..	34.00
COLGATE (280 CP)				DEFERGEL (1620 Lloyd's)				966.00	..	..	5.20
shave cream				5.00dz	..	..	0.75	955.01	..	..	2.20
lather or brushless	1.54dz	0.385dz	0.19½	DIPIDOLOR (666 Janssen)				994.00	..	..	31.00
CONGREVES (1534 Fenning's)				ampoules 2.15 ml 10	2.48		†sLDD	983.00	..	..	8.50
balsamic elixir 150 ml	3.75dz	0.94dz	0.50	DEPIXOL (779 Lundbeck)				gloss over	620.00	..	0.60
COOL (105 BTD)				(distributors 1556 Farillon)				handkerchief tissues	777.00	..	0.50
antiperspirant aerosol				ampoules 20 mg/ml 10	8.00	2.00	†s4B	healing cream	102.02	..	0.50
standard	2.45dz	0.615dz	0.32	40 mg/2 ml 10	12.50	3.125	†s4B	Illusion foundation	410.00	..	0.90
economy	3.065dz	0.77dz	0.40	DERMON (641 HSL)				410.98	..	..	0.80
roll on	2.145dz	0.54dz	0.28	ointment 20 g	0.09	0.02	0.15	411.00	..	..	2.30
refill	1.765dz	0.445dz	0.23	DETHLAC (506 Gerhardt)				invisible veil compact	552.00	..	0.80
COOLICURE (1618 BFL)				aerosol 142 g	2.85dz	..	0.32	powder with puff	524.00	..	2.20
COOL MIST (682 KCL)				DIOVOL (1441 Wallace)				powder	526.00	..	1.20
deodorant	1.37dz	0.34dz	0.20	suspension 16 oz	0.56	0.14		leg tint	400.00	..	1.40
COOL-N' DRY (109 BCL)				tablets 50	0.27	0.07		lipstick case gilt	658.E.O.	..	1.40
deodorant aerosol				250	1.23	0.31		660.E.O.	..	..	1.40
70 g	1.25dz	0.31dz	0.18	forte 100	1.16	0.29		refill	633.01	..	0.70
110 g	1.465dz	0.365dz	0.21	DISPRIN (1037 Reckitt)							
squeeze spray 75 cc	0.87dz	0.22dz	0.12½	tablets 18	1.14dz	0.263dz	0.15				
refill 55 cc	0.70dz	0.17dz	0.10	DISTAQUAINE V-K (378 Dista)							
COOPERS (200 B&P)				tablets 250 mg 12			d				
COOPERS (315 CPC)				DOPAMET (117 BPL)							
COOPERS (295 CM&R)				tablets 250 mg 250	4.26						
aerosols				1000	16.59						
Fresh-air-Super	..	..	0.23	DOROT (384 Dorot)							
nocturne	..	..	0.38	medicated soap 75 g	0.84dz	0.21dz	0.12				
existing entry of nocturne	..	..	d	DR. BROWNS (1442 BCB)							
veterinary	..	..	d	cough bottle	1.74dz	0.42dz	0.23 +DDI				
warble fly liquid 1 gal	..	..	d	pastilles	1.08dz	0.26dz	0.15 +DDI				
CORNEX (534 GT)				DRURYS (1618 BFL)							
7 ml	0.075	0.019	0.14	infants' soothing mixture	0.10	0.025	0.15				
CORTROPHIN (917 Organon)				0.23	0.06	0.34					
entire entry	..	..	d	DURABOLIN (917 Organon)							
CORTROPHIN-ZN (917 Organon)				ampoules 25 mg/ml 100	33.25	..	49.87½†s4B				
injection 20 iu/ml 5 ml vial	..	..	d	D. X. (608 Hinders)							
				vaporiser insole pair	3.36dz	0.36dz					
				DYLASH (772 Lon)							
				eyelash dye	0.48	0.12	0.90				



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
liquid morning or night cream 126.02	..	..	2.85	special hormone cream 121.01	..	..	2.15	PP10	..	..	0.96
make-up brush 794.00	..	..	1.00	sun gelee 701.99	..	..	0.95	PP11	..	..	0.42
792.00	..	..	0.50	sunpruf cream 700.99	..	..	0.85	SP2	..	..	0.06
796.00	..	..	1.50	transparent powder 503.00	..	..	1.75	SP11	..	..	0.05
ascara 392.00	..	..	0.95	compact 504.00	..	..	1.15	SP996	..	..	0.32½
ascaretic 130.00	..	..	1.25	refill 505.00	..	..	0.75	U12	..	..	0.03½
refill 131.00	..	..	0.85	large 506.00	..	..	0.95	U14	..	..	0.20
ascarette 388.00	..	..	1.30	Ultra Amoretta 402.00	..	..	0.90	U16	..	..	0.03½
refill 389.00	..	..	0.95	veiled radiance 417.33	..	..	1.70	mercury batteries			
en's				vitamin cream 117.01	..	..	0.95	hearing aids			
after shave lotion 900.02	..	..	0.65	117.02	..	..	1.60	MP675H	..	..	0.16
900.00	..	..	1.20	117.04	..	..	2.65	MS13H	..	..	0.16
901.00	..	..	1.75	ELMBALM (250 Cheetham)				MS41H	..	..	0.16
sandalwood				ointment small 1.05dz	0.26dz		0.16	MS76H	..	..	0.19½
902.02	..	..	0.65	medium 2.25dz	0.56dz		0.30	RM1H	..	..	0.22½
900.11	..	..	1.20	EMAIL DIAMANT (1528 Capucci)				RM13H	..	..	0.11½
901.11	..	..	1.75	EMBADREN (1198 SIC)				RM312H	..	..	0.13½
gelee 907.00	..	..	0.65	toothpaste .. 3.20dz	0.80dz		0.45	RM400H	..	..	0.13½
atomiser 924.00	..	..	0.95	cream tube 2.33dz	0.58dz		0.34	RM401H	..	..	0.22½
Classic Cologne				jar 5.14dz	1.28dz		0.75	RM575H	..	..	0.13½
927.00	..	..	1.85	EMBROLIN (488 Fylde)				RM625H	..	..	0.18
deodorant cream 920.00	..	..	0.75	(distributors 234 Cartwright)				RM640H	..	..	0.21½
liquid 919.00	..	..	0.75	ENPAC (53 A&B) 60 g 0.42	0.10		0.73	RM675H	..	..	0.14½
roll-on 935.00	..	..	0.75	ENTREX (680 Kalium)				TR133H	..	..	0.67½
spray 918.00	..	..	1.50	powder 0.72dz	0.18dz		0.13	photographic			
eau de Cologne				1.32dz	0.33dz		0.20	PX1	..	..	0.43
923.02	..	..	0.70	liquid 1 oz 0.96dz	0.24dz		0.16	PX14	..	..	0.61
923.00	..	..	1.30	ENTROSALYL (311 C)				PX23	..	..	0.31
925.00	..	..	1.60	tablets dp200 0.445	..	..		PX24	..	..	0.44½
hair cream 933.00	..	..	0.75	dp1000 1.47	..	..		PX625	..	..	0.28
tonic 936.00	..	..	1.50	ENZYVITE (83 Bancroft)				PX640	..	..	0.30
pre-electric shave lotion 916.00	..	..	1.20	tablets 50 4.00dz	1.20dz		0.60	PX825	..	..	0.19
917.00	..	..	1.75	100 6.20dz	1.86dz		0.93	EXTIRMO (109 BCL)			
shampoo 932.02	..	..	0.65	EROSIA (641 HSL)				fly spray aerosol	1.74dz	..	0.20
shaving cream 905.00	..	..	0.80	bust developing cream 45 g 0.29	0.07		0.52	EYLURE (443 Eylure)			
foam 903.00	..	..	0.95	ERYTEX (211 Butler)				fashion lashes			
skin shield 904.99	..	..	1.20	ointment jar 0.08	0.02		0.15	soft points	5.05dz	1.23dz	0.75
soap hand 921.00	..	..	0.55	500g 0.50	..	..	0.75	nails	..	..	0.79
bath 922.00	..	..	0.80	ESTEE LAUDER (425 ELC)				FABULO (554 Haetam)			
travel 921.23	..	..	0.80	Azuree				hair rollers			
talcum 909.02	..	..	0.55	antiperspirant deodorant ..	..	..	1.60	No.00	10	0.80dz	0.20dz
909.03	..	..	0.85	bath crystals perfumed ..	..	..	4.30	No.1	8	0.80dz	0.20dz
traveller II gift case 940.00	..	..	2.40	bath gel ..	..	..	2.40	No.2	6	0.80dz	0.20dz
weekender 323.00	..	..	1.75	with sponge ..	..	..	3.00	No.3	4	0.80dz	0.20dz
silky liquid cleanser 202.72	..	..	1.25	bath oil perfumed ..	..	..	5.00	new style large	4	0.70dz	0.175dz
202.81	..	..	2.60	bath oil soap (2) with dish ..	..	..	3.50	ex. large	3	0.70dz	0.175dz
202.55	..	..	0.85	bath powder ..	..	..	1.90	nail brushes			
202.80	..	..	1.45	bath salts ..	..	..	3.30	penguin	1.25dz	0.315dz	
moisture cream 103.01	..	..	0.90	body satin rub ..	..	..	2.60	swan shape	1.00dz	0.25dz	
oil 209.55	..	..	0.70	conditioner & nourisher ..	..	..	3.00	nylon combs			
209.59	..	..	1.40	Cologne ..	..	..	2.10	dressing	0.50dz	0.125dz	
ail enamel cream 345.50	..	..	0.65	spray concentrate ..	..	..	3.30	pocket 5 in	0.30dz	0.075dz	
pearlized 345.51	..	..	0.80	creme bath ..	..	..	2.40	5½ in	0.34dz	0.085dz	
translucent 345.52	..	..	0.65	dusting powder silken ..	..	..	2.70	styling	0.40dz	0.10dz	
basecoat 352.00	..	..	0.65	pressed ..	..	..	3.30	tail	0.38dz	0.095dz	
clear base 350.00	..	..	0.65	friction lotion 240 cc ..	..	..	3.20	FACE UP (1113 S&B)			
top coat 351.00	..	..	0.65	360 cc ..	..	..	4.50	salon facial	3.98dz	0.995dz	0.53
lacquer remover 343.62	..	..	0.50	hair spray ..	..	..	2.10	FAMLAX (1068 Roberts)			
orange skin food 113.01	..	..	0.85	hand cream ..	..	..	1.90	tablets large	1.35dz	0.34dz	0.20
113.02	..	..	1.40	milk bath ..	..	..	4.50	FASTIDIA (761 Lilia-White)			
113.04	..	..	2.35	mint pick up bath ..	..	..	2.40	mini pads 10	1.23dz	..	0.12½
113.08	..	..	3.85	parfum purse spray ..	..	..	1.90	FENNINGS (1534 Fennings)			
bat-a-creme 408.00	..	..	0.90	rinse ..	..	..	1.50	original mixture	1.38dz	0.34dz	0.19
ore cream 115.28	..	..	0.70	setting aerosol spray ..	..	..	1.50	FERROL (573 JH)			
uff for compacts 784.00	..	..	0.15	shampoo ..	..	..	1.50	compound 170.4 ml	3.15dz	0.787dz	0.45 +
782.00	..	..	0.25	soap cake ..	..	..	1.60	454 ml	6.25dz	1.5625dz	0.89 +
ouge cream 602.01	..	..	0.80	ESTOLAN (923 OG)				FERRO MANDETS (746 Lederle)			
eaqua				tube 1.16dz	0.29dz		0.17	pack of 100	..	..	..
moisture soap 686.00	..	..	0.75	ETSONAL (812 M&PP)				FERYBAR (1091 Rybar)			
sea bath foaming 684.06	..	..	1.75	500 ml 0.275	0.07		0.49 +DDI	150 ml	2.00dz	0.50dz	0.29
sea dust 687.00	..	..	2.10	EUPHORAMIN (1091 Rybar)				FIERY JACK (488 Fylde)			
spray 687.46	..	..	1.75	tablets 25 4.20dz	..	..	0.52½+s1s4B	(distributors 234 Cartwright)			
sea emollient 681.06	..	..	2.35	EUTHYMOL (938 PD)				FINIFUME (705 Kirby)			
sea fluff 685.22	..	..	1.75	toothpaste 1.00dz	0.25dz		0.14½	anti-smoking tablets 30	3.30dz	0.825dz	0.60 +
sea gelee 680.99	..	..	1.50	1.47dz	0.367dz		0.21½	FISHERMAN'S FRIEND (771 LCPL)			
sea smooth lotion 683.06	..	..	2.10	EVEREST (252 Chelspa)				rubbing ointment	1.80dz	0.45dz	0.25
sea salts 688.06	..	..	2.10	sting relief lotion 35 ml	1.24dz	0.31dz	0.18	FLEURS DU MONDE (446 Fl)			
sea splash 682.06	..	..	2.10	EVER READY (439 ERC)				parfum ½oz	..	..	6.00
sensitive skin cream 106.01	..	..	0.85	existing entry				1oz	..	..	9.50
106.02	..	..	1.40	dry batteries				2oz	..	..	14.00
shampoo egg fluff 313.83	..	..	0.80	126 ..	..	..	0.22½	parfum de toilette 4oz	..	..	3.00
kin tonic gloss 208.69	..	..	0.85	1289 ..	..	..	0.12½	aerosol 1.85oz	..	..	5.00
208.79	..	..	1.80	8 ..	..	..	0.06	3.5oz	..	..	5.00
208.81	..	..	3.40	800 ..	..	..	0.12½	poudre pour le corps			
lightweight 208.55	..	..	0.85	991 ..	..	..	1.00	10oz	..	..	6.50
208.80	..	..	1.80	996 ..	..	..	0.30	(3)	..	..	2.25
oothing lotion 203.00	..	..	0.90	B121 ..	..	..	0.20	FLEXOPLAST (1073 Robinson) existing entry			
patula 789.00	..	..	0.25	B122 ..	..	..	0.24	FLEXOPLAST (1073 Robinson)			
special astringent 201.59	..	..	0.95	B123 ..	..	..	0.32	doctors' set	04290	1.065	
201.69	..	..	1.60	B154 ..	..	..	0.20	refill	04291	0.96	
special eye cream 361.01	..	..	0.90	B155 ..	..	..	0.25	elastic bandage adhesive			
				D23 ..	..	..	0.05	B.P.C. full spread			
				HP2 ..	..	..	0.09	1 in x 3 yd 04400/5	1.745dz		
				HP7 ..	..	..	0.04½	2 in x 3 yd 04401/6	2.79dz		
				HP11 ..	..	..	0.08	2½ in x 3 yd 04402/7	3.48dz		
				HP16 ..	..	..	0.05	3 in x 3 yd 04403/8	4.145dz		
				PP1 ..	..	..	0.25	4 in x 3 yd 04404/9	5.32dz		
				PP3 ..	..	..	0.14	6 in x 3 yd 04465/72	8.085dz		
				PP4 ..	..	..	0.17	B.P.C. half spread			
				PP6 ..	..	..	0.23	2½ in x 3 yd 04420/2	3.48dz		
				PP7 ..	..	..	0.27	3 in x 3 yd 04421/3	4.145dz		
				PP8 ..	..	..	0.80	B.P.C. ventilated			
				PP9 ..	..	..	0.32	1 in x 3 yd 04410/5	1.745dz		
								2 in x 3 yd 04411/6	2.79dz		
								2½ in x 3 yd 04412/7	3.48dz		
								3 in x 3 yd 04413/8	4.145dz		
								4 in x 3 yd 04414/9	5.32dz		
								6 in x 3 yd 04479/85	8.085dz		



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
elastic plaster adhesive				GERIVIN (1091 Rybar)				INDISCRET (1397 PdeLL)			
1 in x 1 yd 04550	0.83dz			tonic 150 ml 2.70dz	0.67dz	0.39%		Cologne 1 oz 3143	3.43dz	0.86dz	0.50
2 in x 1 yd 04551	1.31dz			250 ml 4.20dz	1.05dz	0.61%		2½ oz 3138	6.50dz	1.63dz	0.95
½ in x 3 yd 04552	1.21dz							4 oz 3124	11.65dz	2.91dz	1.70
1 in x 3 yd 04553	1.745dz			GEROVITAL H3 (1251 TTC)				8 oz 3126	18.86dz	4.72dz	2.75
first aid strip dressings				face lotion 1.66	tax paid	2.50		perfume 2 cc 3001	3.08dz	0.77dz	0.45
1½ in x 1 yd 04310	1.17dz			hair lotion 1.66	tax paid	2.50		4 cc 3160	4.80dz	1.20dz	0.70
2½ in x 1 yd 04311	1.59dz							¼ oz 3156	6.50dz	1.63dz	0.95
3 in x 1 yd 04312	1.835dz			GESTYL (917 Organon)				½ oz 3049	14.74dz	3.69dz	2.15
first aid dressing				ampoules 1000iu/1 ml 12	4.80	..	7.20	1 oz 3055	21.60dz	5.40dz	3.15
outfit "A" 04304	0.645							2 oz 3061	36.00dz	9.00dz	5.25
"B" 04308	0.625			GILLETTE (514 Gillette)				INGASETTER (652 Ingasetter)			
pocket tins 04253	0.575dz			shaving foamy aerosol				cleansing cream	0.20	0.05	0.35
04254	1.15dz			320 g 3.79dz	0.90dz	0.52		hand lotion	0.20	0.05	0.35
wound dressings flexible B.P.C.				290 g				vitamin foundation	0.20	0.05	0.35
1½ in x 2 in 04260	0.57dz			GO GIRL (109 BCL)				INNERCLEAN (198 B&W)			
2 in x 3 in 04261	0.72dz			bubble bath 305 cc	0.90dz	0.18		herbal laxative	0.125	0.03	0.21
flexible dressing strips				hair spray aerosols				INNOXA (654 Innoxia)			
¾ x 1½ in x 144 04275	0.545			100 g 1.11dz	0.28dz	0.16		colour tots	..	..	0.35
¾ x 1½ in x 144 04276	0.60			shampoo 305 cc	1.04dz	0.15		JAFFACRUSH (152 Bovril)			
¾ x 3 in x 144 04277	0.65							25 oz 1.37dz	0.25dz		
FLOWERDELLS (469 Flowerdells)				GOLDEN HEALTH (1246 Trent)				JAFFAJUICE (152 Bovril)			
worm treatment				herbal remedies	2.10dz	0.53dz	0.32	25 oz 2.15dz	0.39dz		
tablets				GOLDEN ROSE (1327 WSL)				JOHNSONS (44 Amovon)			
50 0.10	0.025	0.18		hairgrips cushion-tipped	2.85	0.715	0.04	liniment	..	0.12	0.20
100 0.14	0.035	0.25		(gross)	(gross)			..	0.215	0.054	0.36
300 0.36	0.09	0.63		GOMAXINE (1059 Riddell)				XX oils	..	0.09	0.15
1000 1.00	0.25	1.75		cream 40 g 0.08	0.02	0.15		..	0.15	0.037	0.25
2000 1.68	0.42	2.94		GONNE (727 Lane)				..	0.208	0.07	0.48
EOLEX-350 (1091 Rybar)				rheumatic balm 35 g 0.12	0.03	0.21		JOHNSONS (672 Johnson)			
tablets 50 2.35dz	..	..	0.29%	100 g 0.22	0.055	0.37		nappy liners	100	0.364	..
FOLGUAL (1091 Rybar)				GRADELY (250 Cheetham)				autokit	..	..	0.52
150 ml 3.60dz	0.90dz	0.52	+	foot paste 1.08dz	0.27dz	0.16		JUST (316 Cranmer)			
FOLICIN (930 P&B)				HAPPY FEET (1338 W&S)				bubble bath	..	2.08dz	0.52dz
tablets 100 0.36				foot powder	0.085	0.0213	0.16	shampoo	..	2.08dz	0.52dz
1000 1.40				HARROGATE (1181 SS)				K (109 BCL)			
FORMULA 16 (1281 Vincent)				sulphur, soap	4.90	1.225		air freshener aerosol	1.74dz	..	0.20
(distributors 1377 R&A)				H. E. (1063 Rimmel)				KALIUM (680 Kalium)			
shampoo 55 cc 1.347dz	0.32dz	0.17		after shave Cologne	4.655dz	1.135dz	0.68	garlic tablets	40	1.32dz	0.19
FORMULA 219 (641 HSL)				HEAVEN SENT (596 HR)				100 2.28dz	0.57dz	0.37	
50 0.27	0.07	0.47	+	perfume mist 1 oz 4011	..	..	0.60	KAMNON (641 HSL)			
EORTIOR (878 Napp)				4 oz 4018	..	..	2.00	40 0.13	0.03	0.23	
tablets 25 0.18	..	..	0.28	HEDEX (1190 SHP)				80 0.22	0.055	0.38	
150 0.90	..	..	1.20	tablets 24 2.21dz	..	..	0.23	KASEMOL (269 Cleaver)			
FRENCH ALMOND (1221 Windsor)				HEEMEX (727 Lane)				liquid	2 oz 2.20dz	0.55dz	0.33
anti perspirant spray	..	..	0.45	pile ointment 28 g 0.11	0.03	0.20		4 oz 4.00dz	1.00dz	0.59	
bath oil 55 ml	..	..	0.79	HEINZ (593 Heinz)				1½ oz 2.20dz	0.55dz	0.33	
bubble bath	..	..	0.89	strained foods				KAYKILL (1068 Roberts)			
creme perfume	..	..	1.09	dinners and fruits				rodenticide drum	No. 1	1.03dz	..
hair spray perfumed				can 4½ oz 1.064	..	..	0.05%	No. 2	1.93dz	..	0.24
175 g	..	..	0.59	all other varieties	0.872	..	0.04%	No. 3	0.52	..	0.78
hand cream 163 g	..	..	0.55	can 4½ oz 0.872	..	..	0.04%	No. 4	0.96	..	1.45
perfume purse size	..	..	0.89	all other varieties	1.064	..	0.05%	KEYBELLS (1068 Roberts)			
presentation 14 ml	..	..	1.59	jar 4½ oz 1.064	..	..	0.05%	glycerine and honey	0.86dz	0.22dz	0.12
mist spray	..	..	1.09	(2 dz)	..	..		bronchial balsam	100 ml 1.45dz	0.365dz	0.24
skin perfume 25 ml	..	..	0.89	junior foods				200 ml 2.40dz	0.60dz	0.39	
soap (2) 3½ oz	..	..	0.50	dinners and fruits				100 ml 1.45dz	0.365dz	0.24	
splash Cologne	..	..	1.59	can 4½ oz 1.064	..	..	0.05%	cherry bark linctus childrens	100 ml 1.25dz	0.315dz	0.19
spray Cologne 50 g	..	..	0.89	all other varieties	0.872	..	0.04%	100 ml 1.38dz	..	..	0.19
talcum puffer 113 g	..	..	0.55	can 4½ oz 0.872	..	..	0.04%	glycerin, lemon & honey with ipecac	100 ml 1.38dz	..	0.19
shaker	..	..	0.45	all varieties jar 6 oz 1.26	..	..	0.06%	hormone hair tonic	160 ml 3.30dz	0.825dz	0.75
travel trio	..	..	0.89	(2 dz)	..	..		iron & yeast tablets	80 1.50dz	0.375dz	0.25
velvet smooth	..	..	0.79	toddler foods				junior balsam	100 ml 1.25dz	0.315dz	0.20
FRESH 'N' COOL (109 BCL)				can 7½ oz 1.26	..	..	0.06%	mentholated balsam	150 ml 1.62dz	0.405dz	0.25
antiperspirant 70 g 1.39dz	0.35dz	0.20		(2 dz)	..	..		mouth ulcer tablets	20 1.25dz	0.315dz	0.20
110 g 1.81dz	0.45dz	0.26		all varieties jar 6 oz 1.26	..	..	0.06%	special backache & kidney tablets	40 1.30dz	0.325dz	0.23
FRESH 'N' QUICK (903 NPU)				(2 dz)	..	..		vitaminised iron & yeast tablets	100 2.00dz	..	0.25
cleansing pads	1.08	0.27	0.07%	toddler foods				white horse oil	100 ml 1.30dz	0.325dz	0.19
(2 dz)	(2 dz)			can 7½ oz 1.26	..	..	0.06%	K.L.M. (811 Mawdsley)			
GAMGEE (1073 Robinson)				(2 dz)	..	..		calamine cream &	..	0.83dz	0.21dz
tissue BPC 4 oz 0.158				HELENA RUBINSTEIN (596 HR)				witch hazel	..	0.83dz	0.21dz
8 oz 0.288				moisture ices lipstick	..	..	0.67	KORTEX (705 Kirby)			
pink label 16 oz 0.545				HEPTONAL (1531 Delandale)				10 ml 1.20dz	0.30dz	0.20	
4 oz 0.139				tablets 50 0.73	0.1825	†s1s4A		LACAMEX (1091 Rybar)			
8 oz 0.245				HERPEX (705 Kirby)				115 ml 0.85dz	0.21dz	0.12	
16 oz 0.455				10 ml 1.20dz	0.30dz	0.20		500 ml 3.20dz	0.80dz	0.47	
GARDALL (265 J&Co)				(2 dz)	..	..		2½ l 1.00	0.25	1.75	
antiseptic 227.3 ml 0.85dz	0.212dz	0.12		HOLLISTER (2 Abbott)				LAEVOSAN (218 Calmic)			
568.2 ml 1.80dz	0.45dz	0.26%		loop ostomy set	2.64			ampoules 40% 10 ml x 5			
4.546 l 8.80dz	2.20dz	1.28%		bridge (20) 5.17				LANOLIVE (1198 SIC)			
GARLISOL (135 TB)				karaya seal (10) 2.86				shave cream brushless	1.37dz	0.34dz	0.20
ointment 90 g 0.20	0.05	0.35%		drainable bags (20) 8.80				skin cream	jar 2.12dz	0.53dz	0.31
GARRIGOS (148 Bouscarle)				HOOVER (621 Hoover)				lotion	1.37dz	0.34dz	0.21
fruit compounds				Vanity hair dryer and				2.12dz	0.53dz	0.31	
apple, apricot, banana,				manicure set	No. 8204	8.14	2.04	LASTONET (733 Lastonet)			
lemon, orange, peach,								foot spray	2.40dz	0.60dz	0.35
pear 1 k 4.30dz				HOUBIGANT (624 Houbigant)				jock strap standard	4.20dz	0.47dz	0.56
blackberry, blackcurrant,				antiperspirant deodorant	0.45	0.1125	0.75	de luxe			
sweet cherry, raspberry, red				HYDROCORTONE (837 MSD)				tights			
currant 1 k 4.65dz				cream non-greasy	2.5%	15g		elastic yarn	2.60	..	3.90
wine concentrates				HYGILAX (641 HSL)				(Lastofine)	..	..	
red, white, rose 1 k 7.60	(2 dz)			tablets 25 0.08	0.02	0.14		L. C. 65 (35 Allergan)			
sherry, port, muscat				50 0.13	0.03	0.23		(distributors 1121 Searle)			
1 k 7.50	(2 dz)			HYGISALVE (641 HSL)				cleaning solution	15 cc	..	0.54
wine bases 1 k 3.00	(½ dz)			ointment 45 g 0.27	0.07	0.47					
GEEPS (1152 SK)				HYGOBROME (641 HSL)							
pastilles 0.95dz	0.237dz	0.14	+	tablets 48 0.22	0.055	0.38					
GERBER (315 CPC)				ILOX (620 Hooper)							
strained foods				eye lotion	..	0.09	0.025				
all varieties				INCO (1073 Robinson)							
except beef dinner				garments	size 1	0.505	0.057				
4½ oz 0.535dz	..	..	0.05%	2 0.52	0.059						
instant foods				3 0.575	0.065						
packet fruits and savoury 1½ oz				4 0.585	0.066						
junior food				5 0.602	0.068						
pears and pineapple, peaches, pears 7½ oz				6 0.656	0.074						
				7 0.67	0.075						
				roll	3.60						
				(3 dz)							



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
AIX (Balenciaga de toilette)	(386 Douek)) 1½ oz	1.05	0.265	1.90	MARY QUANT (876 MP)				MISTY (109 BCL)			
	4 oz	1.70	0.425	3.05	Soft Scrub	6.29dz	1.572dz	0.96	hair spray aerosol			
	7 oz	2.75	0.69	4.95	MAVALA (1361 Mavala)				100 g	1.11dz	0.28dz	0.16
	15 oz	4.05	1.015	7.30	Double Lash	0.44	0.11	0.75	112 g	1.22dz	0.30dz	0.17½
	32 oz	5.95	1.49	10.70	Refix	0.44	0.11	0.75	270 g	2.02dz	0.50dz	0.29
atomiser	..	2.15	0.54	3.85	MAWS (810 Maws)				nail dry	113 g	1.53dz	0.38dz
perfume	¾ oz	0.92	0.23	1.70	Simple				polish remover	52 cc	0.70dz	0.17dz
	¼ oz	1.17	0.295	2.15	sterilising solution				shampoo	6 oz	1.18dz	0.30dz
	¼ oz	1.70	0.425	3.15	338.10	1.89dz	..	0.22½	Young Set			
	½ oz	2.80	0.70	5.20	MAZOLA (200 B&P)			d	deodorant	70 g	1.11dz	0.28dz
	1 oz	4.45	1.115	8.25	MAZOLA (315 CPC)			i	hair spray	100 g	1.11dz	0.28dz
	2 oz	7.00	1.75	12.95	MEDAPED (827 Medaped)				280 g	2.02dz	0.50dz	0.29
	4 oz	11.15	2.79	20.60	corn-away pad	..	0.05	0.02				
atomiser	..	2.32	0.58	4.30	MEDICA (716 Krups)				Esoterica cream	85 g	1.27	0.32
refill	..	1.58	0.39	2.90	bathroom scales	..	..	2.32	special	160 g	0.68	0.17
									hand lotion	2 x 500	5.758	..
ATHERIC (1574 LM)					MELLOW BLOSSOMS (280 CP)				tablets		..	8.64
reed					soap	3.03	0.76	0.12	pack of 25		..	..
foaming bath oil	100 cc	..	..	1.20		(3 dz)	(3 dz)		MONIL (858 Monil)		0.145	0.035
parfum de toilette spray	30 g	..	..	1.50					hair colour	..		0.25
SON (Ricard (67 Ashe))	..	0.67	0.16	1.25	MEL ROSE (1069 R&SL)				MONOTHEAMIN (413 Lilly)			d
perfume	..				skin tablets	..	0.54dz	0.135dz	and Amytal Pulvules "A"	500		
STROL (868 MC)	20 g	0.15	0.0375	†					MOORES (878 Napp)			
					MEMOIRE CHERIE (60 Arden)				teething jelly	10 g	0.14	..
NILIN (1429 TL)					bath cubes (6)	..	..	0.95	MORR MEL (1545 Vestric)			d
psules 500 mg	100	0.82	0.21	d	bath oil 5 phials	..	..	1.95	ointment	250 g		
O (1603 Li-Lo) existing entry				i	bath salts	..	..	1.70	MOTHER SEIGELS (727 Lane)			
O (1603 Li-Lo)					deodorant roll on	..	..		syrup	53 ml	0.12	0.03
cushion 18 x 13 in	0.43	..	..	0.65	dusting powder	..	..	0.75	MULSIVIN (1091 Rybar)			
print on one side	0.48	..	..	0.72	puff puff	..	..	0.90	150 ml	1.80dz	0.45dz	0.26½†DDI
pillow 18 x 13 in	0.30	..	..	0.45	round with puff	..	..		500 ml	4.45dz	1.11dz	0.65 +DDI
print on one side	0.38	..	..	0.57	eau de parfum spray	..	..	1.95				
reeded plain	0.77	..	..	1.15					MW (1145 Sirex)			
print	0.81	..	..	1.22					eau de toilette	2 oz	..	..
by pants (elastic leg)									4 oz	..	..	2.25
med, large (2)	0.085	..	..	0.12½					7½ oz	..	..	3.50
ex. large (2)	0.10	..	..	0.15					atomiser 1 oz	..	..	5.25
t sheets 27 x 18 in	1.45dz	0.16dz	0.20		flower mist	..	..	1.50	perfume	¾ oz	..	1.40
36 x 27 in	2.67dz	0.29dz	0.35		spray	..	..	1.80	½ oz	..	..	3.50
t water bottles					fluffy milk bath	..	..	2.10	1 oz	..	..	5.00
Airflow junior	0.34	..	..	0.51	foaming beauty bath	..	..					8.00
double heat	0.40	..	..	0.60					"N" (1397 PdeLL)			
standard	0.42	..	..	0.63					Cologne 1 oz	3145	3.43dz	0.86dz
major	0.46	..	..	0.69					2½ oz	3140	6.50dz	1.63dz
Covered bottle	0.65	..	..	0.98					4 oz	3125	11.65dz	2.91dz
Nimbus	0.41	..	..	0.62					8 oz	3127	18.86dz	4.72dz
Sheerline	0.43	..	..	0.65					perfume 2 cc	3004	3.08dz	0.77dz
	020700	0.33							4 cc	3162	4.80dz	1.20dz
	020600	0.33							¾ oz	3158	6.50dz	1.63dz
	021100	0.34							½ oz	3052	14.74dz	3.69dz
	020300	0.38							1 oz	3058	21.60dz	5.40dz
	020200	0.38							2 oz	3064	36.00dz	9.00dz
	021500	0.36							NASCIODINE (1418 Strenol)			
	021680	0.39							cream	56 g	1.52dz	0.38dz
	020500	0.39							225 g	4.94dz	1.23dz	0.72
ubber sheeting 36in x 12yd									NATROSLIM (1617 Angel)			
	0.29									..	1.65	0.30
	(per yd)								NATUVAC (40 Allinson)			
3-EASE (1190 SHP)									herbal laxative	300 g	0.51	0.155
plets	16	1.92dz	..	0.20					NAVIGATOR (338 Cussons)			
	32	3.745dz	..	0.39					shaving stick refill	..	0.536dz	0.139dz
MITS (1552 UL)									NAZO (705 Kirby)			
gestive biscuits	2.25dz	..	..	0.25					nasal drops	10 ml	1.20dz	..
ffles	2.70dz	..	..	0.30					NELLA (1517 Nella)			
RESAL (262 CIBA)									red oil	0.16	0.04	0.26
plets 10 mg	100	5.84							NEO RYBAREX (1091 Rybar)			
LITE (633 H & P)									15 ml	3.00dz	..	0.37½
stick with holder	0.76	0.19	1.38						150 ml	1.70dz	0.42dz	0.24
refill	0.20	0.05	0.38						250 ml	2.35dz	0.59dz	0.34
AFILM TEARS (35 Allergan)									50 ml	2.85dz	0.715dz	0.41
(distributors 1121 Searle)									100 g	3.45dz	0.87dz	0.45
	15 cc	0.44	..	0.66					NEUTON BEK (641 HSL)			
OX (878 Napp)									pills	36	0.13	0.03
psules	100	0.60	..	0.80					72	0.22	0.055	0.38
	500	2.50	..	3.34					NEUTRAPHYLLINE (311 C)			
EXANE (649 ICI)									ampoules 3 ml	5	0.35	..
disseptic cream (vet.)									packs of 6		..	d
	100 g	0.12	0.03	0.19					NEYDHARTING (1617 Angel)			
	500 g	0.58	0.145	0.84½					moor-peat bath	1.60	0.40	2.82
eam 1%	50 g	0.115	0.03	0.20½					NEZ (1091 Rybar)			
EX (534 GT)									drops	15 ml	1.40dz	..
in cream	56 ml	0.075	0.019	0.14					spray	1.40dz	..	0.17½
	112 ml	0.115	0.028	0.22					tablets	12	1.30dz	0.32dz
OFEN SA (1310 WW)									NITROLAN (878 Napp)			
ack of 500 tablets				d					tablets 2.6 mg	50	0.85	..
IA (801 MP)									250	3.90	..	5.20
mpound	200 g	0.97dz	0.245dz	0.14½					6.4 mg	50	1.15	1.53
	567 g	2.13dz	0.535dz	0.31½					250	5.35	..	7.13
	794 g	2.59dz	0.65dz	0.38½					NOCOLD (705 Kirby)			
	1134 g	3.33dz	0.835dz	0.50½					tablets	12	1.37dz	0.345dz
ORAL (917 Organon)									NO-DEL (1091 Rybar)			
plets 0.01 mg 2 x 500	0.60	..	..	0.90	†s4B				28 g	1.50dz	0.37dz	0.22
0.05 mg 2 x 500	0.875	..	..	1.31½†s4B					NORADRAN (897 NC)			
0.1 mg 2 x 500	1.25	..	..	1.87½†s4B					aerosol	0.61	..	0.92
1 mg 2 x 500	8.367	..	..	12.55	†s4B				NORLESTRIN (938 PD)			
1 mg pack of 100				d					tablets	3 x 21	0.85	..
LEANS (105 BT)									NORVIC (902 Norvic)			
othpaste standard	1.15dz	0.29dz	0.15						electric blankets			
ATEX (901 Norton)									Carnation quilt			
(distributors 1545 Vestric)									60 x 30	..	..	8.75
eam	jar 100 g	0.60							60 x 48	..	..	11.25
	tube 125 g	0.75							Ferndown	60 x 32	..	6.69
tion	500 ml	0.75							60 x 46	..	..	8.75
RIGOLD (774 LR)									Heatherdown 50 x 43	..	..	6.26
ouse gloves									Heather quilt 48 x 44	..	..	8.75
lightweight	..	1.34dz	0.14dz	0.17					NOSKEETO (1091 Rybar)			
suregrip	..	2.14dz	0.22dz	0.27½					25 ml	0.90dz	0.22dz	0.13



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NOSTROLINE (705 Kirby)	1.52dz	0.38dz	0.20	PARACODIN (86 Barclay)				PRIESTLEYS (1618 BFL)			
NOVA (716 Krups)				drops 15 ml	0.17	0.04	0.27 †s1DDI	compound	0.09	0.025	0.14
NOVAVON (100 BI)			3.80	syrup 100 g	0.39	0.08	0.61 †s1DDI	tablets 500 mg	0.155	0.04	0.24
audio-sonic vibrator			22.50	PARDALE (346 Dales)				PRINALGIN (117 BPL)			
N.P.U. (903 NPU)				paediatric elixir				tablets 500 mg	10.80		16.20
hot water bottles				50 ml	3.00dz		†s1DDI	PRINCESS (716 Krups)			
Cosy	0.315		0.45	250 ml	0.80		†s1DDI	bathroom scales			4.28
De luxe	0.655		0.98	100	8.16dz		†s1DDI	PRO-HYD 50 (406 ECM)			
Everwarm	0.465		0.70	500	2.75		†s1DDI	capsules	30	0.80	1.40
Meteor	0.36		0.53	PASSIONNEMENT (1397 PdeLL)				PROSTALIN (137 Blakoe)			
Petal	0.40		0.60	Cologne 1 oz	3.146	3.43dz	0.86dz	100	0.56	0.14	1.00
Superheat	0.40		0.60	2½ oz	3.141	6.50dz	1.63dz				
Twinheat	0.44		0.66	4 oz	3.148	11.65dz	2.91dz				
Vulcan	0.415		0.62	8 oz	3.150	18.86dz	4.72dz				
NU-DEAL (903 NPU)				perfume 2 cc	3.005	3.08dz	0.77dz				
toilet rolls	1.20		0.08	4 cc	3.163	4.80dz	1.20dz				
(1½ dz)				¼ oz	3.159	6.50dz	1.63dz				
NUDIT (596 HR)				½ oz	3.053	14.74dz	3.69dz				
hair remover				1 oz	3.059	21.60dz	5.40dz				
rinse-off spray			1.55	2 oz	3.065	36.00dz	9.00dz				
NULACIN (113 Bencard)				PATTERSONS (641 HSL)				PURITABS (705 Kirby)			
tablets	25	0.12	0.03	50	0.22	0.055	0.38	water purifying tablets			
NU-SOFT (903 NPU)				PAVUNOL (917 Organon)				100	2.00dz		0.25
hankies 3ply	16	1.50	0.17	ampoules	100	8.80		50	0.83		1.25
(6 dz)				pack of 6				maxi			
(6 dz)				PAYNOCIL (113 Bencard)				QUADRILLE (Balenciaga (386 Douek))			
50	1.93	0.22	0.08	tablets	18	0.08	0.02	eau de toilette 1¼ oz	1.05	0.265	1.90
(3 dz)				junior	20	0.05	0.01	4 oz	1.70	0.425	3.05
150	2.17	0.245	0.13	PCM (878 Napp)				7 oz	2.75	0.69	4.95
(2 dz)				tablets	100	0.28		15 oz	4.05	1.015	7.30
(2 dz)				500	1.20			32 oz	5.95	1.49	10.70
kitchen rolls	1.64	0.185	0.09½	PEDELENE (947 Pedelene)				atomiser			
(2 dz)				antiseptic solvent		1.00dz	0.25dz	perfume ¼ oz	2.15	0.54	3.85
twin pack	1.46dz	0.165dz	0.17	PEDIGLEEM (101 Beautisales)				½ oz	0.92	0.23	1.70
tissues	50	1.84	0.205	spray tonic 141 g	0.36	0.09	0.63	¼ oz	1.17	0.295	2.15
(4 dz)				PEDIGREE CHUM (967 Petfoods)				½ oz	1.70	0.425	3.15
toilet rolls	1.53		0.05	economy	2.30dz	0.36dz	0.26½	¾ oz	2.80	0.70	5.20
(3 dz)				PEGINA (1417 Coraline)				1 oz	4.45	1.115	8.25
flat packs	1.87		0.05	indigestion mixture	0.28	0.07	0.42	2 oz	7.00	1.75	12.95
(4 dz)				PENIDURAL (1352 Wyeth)				4 oz	11.15	2.79	20.60
NYLAX (175 BCP)				injections				atomiser			
laxative tablets	50	1.14dz	0.29dz	all purpose vial				refill			
OLBAS (727 Lane)				1.2 mu	0.21			RABO (1091 Rybar)			
oil	10 ml	0.17	0.04	long-acting vial 10 ml	0.69			tablets	60	6.80dz	1.70dz
28 ml	0.385	0.095	0.66	PERODIN (809 M&W)				150	1.35	0.34	2.28
pocket inhaler	0.22	0.055	0.38	50 mg	100	0.32	0.08	RADIARAY (608 Hinders)			
OOZOO (250 Cheetham)				200 mg	100	0.40	0.10	lamps			
denture powder small	0.70dz	0.17dz	0.11	PERUTZ (1136 Silber)				infra-red/radiant heat			
large	1.20dz	0.30dz	0.17½	cine film standard 8				No.101	4.52		6.40
ORABASE (1176 Squibb)				black and white U27, U21				250w infra-red No.101	4.52		6.40
paste	15 g	0.17	0.045	Penichrome super 8				450w infra-red No.101	4.72		6.68
80 g	0.55	0.14	0.83	colour reversal				infra-red/radiant heat			
ORABOLIN (917 Organon)				standard 8 CUS 88				No.102	5.90		8.35
tablets pack of 25				colour negative film				250w infra-red No.102	5.90		8.35
ORADEXON (917 Organon)				126	12 exp			450w infra-red No.102	6.10		8.63
ampoules 5 mg/ml	25	10.40		20 exp				infra-red/radiant heat			
tablets 2 mg	100	5.50		135	20 exp			No.103	5.90		8.35
ORAHESIVE (1176 Squibb)				C18	36 exp			450w infra-red No.103	6.10		8.63
powder	15 g	0.27	0.07	126	20 exp			infra-red/radiant heat			
ORGRAINE (917 Organon)				120	20 exp			No.104	12.78		18.08
tablets pack of 10				PHILIPS (977 PE)				250w infra-red No.104	12.78		18.08
ORIENTAL SPICE (1131 Shulton)				hair dryer	hand	3.139	0.765	450w infra-red No.104	12.98		18.36
after shave and shaver lotion				PHISODERM (1599 Winthrop)				replacement elements			
6229	3.02dz	0.74dz	0.45	150 ml	0.34	0.085	0.59	infra-red/radiant heat			
6227	9.04dz	2.20dz	1.35	PICKLES (982 Pickles)				250w infra-red	1.02		1.44
6228	13.10dz	3.19dz	1.95	corn-ring/oilment pack	1.46dz	0.25dz	0.25	450w infra-red	1.26		1.78
dragonhead				PIPRICIDE (208 BW)				RADWAY'S (573 JH)			
soap	6232	5.37dz	1.31dz	(vet.) worm powder				ready relief	1.68dz	0.42dz	0.23
talc	6233	6.02dz	1.47dz	PLASTULES (1352 Wyeth)				R.A.H.C. (1091 Rybar)			
ORLANE (1145 Sirex)				plain 100				ointment (vet.)	25 g	1.40dz	0.35dz
Bronzilane				PLIAFAX (1068 Roberts)				500 g	1.10	0.33	1.92
OTALGAN (1259 Unichem)				syrup 150 ml	2.24dz			RAVINA (1369 RM)			
ear drops	6 g	0.10	0.025	tablets	25	1.47dz		Barrette oval	No.703	1.28dz	0.32dz
12 g	0.15	0.04	0.26½	PLJ (103 Beecham)				RAYMOND (1032 Raymond)			
OTEX (705 Kirby)				standard				brill wax	50 g	0.20	0.05
earache drops	10 ml	1.20dz	0.30dz	large				colour rinse	15 cc	0.12	0.03
OTODEX (1418 Strenol)				POLAROID (989 Polaroid)				30 cc	0.23	0.06	0.44
ear drops (vet.)	14 ml	1.49dz	0.37dz	close up kit	543			80 cc	0.13	0.03	0.26
225 ml	1.00dz	0.25dz	1.75	563				hand lotion	112 cc	0.20	0.05
OVALOIDS (641 HSL)				portrait kit	581			shampoo R77	sachets	0.22dz	0.055dz
tablets	36	0.13	0.03	POMPADOUR (991 PLL)				15 g	0.05	0.01	0.08
72	0.22	0.055	0.38	lacquer sprays	90 cc	0.90dz	0.225dz	R.B.C. (1091 Rybar)			
OVERONES (137 Blakoe)				refill	54 cc	0.65dz	0.165dz	25 g	1.38dz	0.34dz	0.20
100	0.56	0.14	1.00 †s4B	aerosol	6 oz	1.70dz	0.425dz	500 g	0.97	0.24	
PADDI (1073 Robinson)				PONDS (256 CPL)				RENIPAS (1046 Renipas)			
pads	20	3.348		lemon cold cream	42cc	2.02dz	0.51dz	analgesic tablets	24	0.71dz	0.18dz
(1½ dz)				90cc	3.24dz	0.82dz	0.44	RESINOL (1418 Strenol)			
nappy rolls disposable				POPPA PANTS (1621 Interbro)				ointment	34 g	1.93dz	0.48dz
PAL (967 Petfoods)				PRAXILENE (1616 Lipha)				soap		0.98dz	0.25dz
economy	2.21dz	0.35dz	0.25½	(distributors 276 C & C)				REVILON (1052 Revlon)			
PALMOLIVE (280 CP)				capsules 100 mg	100	4.53	1.14	feminine hygiene spray	4 oz	0.39	
shampoo				500	22.00	5.50	38.50	(distributors 234 Cartwright)			
regular, medicated				PRE-GARDALL (265 JC&Co)				RIBENA (103 Beecham)			
or herb	2.42	0.605	0.22½	antiseptic cleanser				standard	2.135dz*	0.33dz	
(1½ dz)				227.3 ml	1.35dz	0.337dz	0.18	large	* includes 0.33 dz bottle dep		
shave cream lather	1.54dz	0.385dz	0.19½	568.2 ml	2.85dz	0.712dz	0.37	RIMMEL (1063 Rimmel)			
or brushless	2.16dz	0.54dz	0.27½	4.5461	10.80dz	2.70dz	1.42½	compressed powder			
giant	1.70	0.425	0.10½	PREGNOSTICON PLANOTEST (917 Organon)				compact			
(2 dz)				20	5.00			dewy skin lotion			
soap, green	3.49	0.875	0.10	PREGNYL (917 Organon)				eye crayon collection			
(4 dz)				ampoules 100 µl/ml				liner pencil			
family	3.41	0.855	0.13					shadow applicator			
(3 dz)								lash thickener			
gold	2.62	0.655	0.10					lip brush			
(3 dz)								lipstick twist-up			
PAN (1614 Inter Pan)								make-up brush			
instant dry shampoo								maskara brush-on			
3oz	2.68dz	0.67dz	0.40					medicated cake			
6oz	4.44dz	1.11dz	0.65					oatmeal soap			
								talc perfumed			
								translucent blush			



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>ERTS (1068 Roberts)</b>				<b>SILCOT (786 Macdonald)</b>				<b>SYNADRIN (614 Hoechst)</b>			
cerine, lemon & honey				sanitary towels				tablets 10 x 10	2.94	0.74	5.15
70 ml 0.86dz	0.22dz	0.12½		size 0	4.32	..	0.16	packs of 50 and 150			d
cerine, lemon & ipecac				size 1	6.48	..	0.18				
70 ml 0.86dz	0.22dz	0.12½		size 1 (6)	2.67	..	0.10	<b>TABAC ORIGINAL (443 Eylure)</b>			
liquid paraffin 225 ml	1.15dz	..	0.13½	size 2	5.64	..	0.20	after shave lotion			
ve oil 71 ml	0.93dz	..	0.11	size 3	4.26	..	0.23	opaline	15 cc	..	0.39
ite petroleum jelly				size 4	3.84	..	0.28	47 cc	..	0.69	
190 g 1.47dz	..	0.17½			(1½ dz)			90 cc	..	0.99	
								163 cc	..	1.55	
								305 cc	..	2.75	
<b>INSONS (1449 R&amp;CFD)</b>				<b>SINGLETONS (898 Northern)</b>				after shave balm	..	0.99	
ge II instant baby	0.73dz	..	0.09	eye ointment	0.12	0.03	0.22½†	deodorant			
food ..								spray	50 g	..	0.66
								175 g	..	1.50	
<b>SON (1079 Ronson)</b>								talcum	35 g	..	0.65
ctric razor				<b>SKEET-O-STIK (652 Ingasetter)</b>				eau de Cologne			
tiara TS 850	5.83	1.46	9.50	insect repellent ..	0.09	0.02	0.15	opaline	15 cc	..	0.40
				<b>SKELS (1152 SK)</b>				47 cc	..	0.75	
<b>EDALE (451 F&amp;J)</b>				diabetic chocolate bar ..	1.38	..	0.09	90 cc	..	1.05	
aver foam ..	2.88dz	0.72dz	0.39	pastilles	1.20dz	0.215dz	0.16	163 cc	..	1.59	
				wafers	2.16	..	0.12	305 cc	..	2.85	
<b>AFERRIN (1091 Rybar)</b>								hair tonic lotion			
plets 75	1.80dz	0.45dz	0.26½†	<b>SLEEPIES (1327 WSL)</b>				oily or dry	90 cc	..	0.69
<b>AFORM (1091 Rybar)</b>				hair curlers	0.655dz	0.164dz	0.10	163 cc	..	1.05	
115 ml	1.10dz	0.27dz	0.16	<b>SLIMPLICITY (1246 Trent)</b>				pre shave lotion	47 cc	..	0.69
2¼ l 1.10	0.27			herbal slimming aid	6.00dz	1.50dz	0.95	163 cc	..	1.55	
<b>AR (1091 Rybar)</b>				<b>SMA (1352 Wyeth)</b>				shaving foam spray			
by cream 60 g	1.00dz	..	0.12½	liquid 370 ml	0.11			150 g	..	1.32	
ld sore lotion tube	0.80dz	0.20dz	0.12	powder 450 g	0.37			100 g	..	0.70	
ndruff lotion 110 ml	1.60dz	0.40dz	0.23	<b>SMITH KENDON (1152 SK)</b>				refill	100 g	..	0.65
abetic linctus 150 ml	3.00dz	0.75dz	0.43½† DDI	glucose tablets ..	1.64dz	0.295dz	0.20	soap on a rope	..	1.35	
e drops 15 ml	0.90dz	0.22dz	0.13	lozenges				soap toilet size (1)	..	0.55	
e drops 15 ml	1.08dz	0.27dz	0.15	Brompton ..	0.95dz	0.237dz	0.14	raffia bag (3)	..	1.59	
e lotion 60 ml	0.88dz	0.22dz	0.13	linseed, liquorice and	0.74dz	..	0.09	soap bath size (1)	..	0.79	
eyhound tonic 250 ml	1.70dz	0.42dz	0.23½	chlorodyne carton	0.95dz	0.237dz	0.14	raffia bag (1)	..	0.85	
500 ml	3.20dz	0.80dz	0.47	tin	0.95dz	0.237dz	0.14				
				pastilles				<b>TABLOID (208 BW)</b>			
aler	10.20dz	..	1.27	blackcurrant iodised..	0.95dz	0.237dz	0.14	aspirin 300 mg	100		d
with mask	10.20dz	..	1.68	bronchial ..	0.95dz	0.237dz	0.14	<b>TARCORTIN (1178 Stafford)</b>			
midget	8.40dz	..	1.00	catarrh ..	0.95dz	0.237dz	0.14	cream	15 g	2.31dz	0.58dz
bottom cap	0.90dz	..	0.11	red gum and menthol	0.98dz	0.237dz	0.14	30 g	3.745dz	0.935dz	0.54½
mask	2.52dz	..	0.32					<b>TAR GARD (1213 T.G.)</b>			
neck cap	2.65dz	..	0.34	<b>SOFRATULLE (1087 Roussel)</b>				anti smoking device	0.59	0.20	1.13
nylon filament	0.12dz	..	0.02	pieces 10 x 10 cm (10)	0.40			<b>TAYLOR'S (1073 Robinson)</b>			
reservoir	2.10dz	..	0.25	cream tube 50 g	0.131	0.032	0.23	belladonna plasters porous			
rubber bulb	2.70dz	..	0.34	<b>SOOTHENE (727 Lane)</b>				breast 6 in	0.89dz	0.223dz	†
rubber bush	0.12dz	..	0.02	antiseptic cream 28 g	0.11	0.03	0.20	7 in	1.02dz	0.255dz	†
stopper cap	0.48dz	..	0.06	<b>SOOTHON (641 HSL)</b>				red felt			
syphon tube-ball	0.90dz	..	0.11	prickly heat powder	60 g	0.11	0.19	5 x 7½ in	1.275dz	0.319dz	†
standard plastic	1.62dz	..	0.20	<b>SPRILON (1497 PGBL)</b>				7 x 11 in	2.55dz	0.638dz	†
glass	0.90dz	..	0.11	(distributors 1556 Farillon)				B.P.C. white cloth			
washers (1 or s)	0.12dz	..	0.02	aerosol spray 200 g	0.70			5 x 7½ in	0.655dz	..	†
line pencil	0.65dz	0.16dz	0.09½	<b>SPRITE (680 Kalium)</b>				7 x 11 in	1.31dz	..	†
unge remedy 115 ml	1.00dz	..	0.12½	1 oz	0.72dz	0.18dz	0.14	boil plasters	3	0.635dz	0.159dz
atment (vet) 25 g	1.40dz	0.35dz	0.20½†	4 oz	1.68dz	0.42dz	0.27	144	2.00	0.50	
nic tablets (dogs) 30	0.90dz	0.22dz	0.13	10 oz	3.12dz	0.78dz	0.47	corn plaster, Ivy Leaf ..	0.485dz	0.121dz	
100	2.40dz	0.60dz	0.35	<b>STABILIN VK (147 Boots)</b>				sal. acid 1½ x 3 in 20%	0.34dz	0.085dz	
				tablets 125 mg	100	0.45	..	40%	0.375dz	0.099dz	
aler special			d	500	2.15	..	..	first-aid dressings			
syphon tube-ball valve			d	250 mg	100	0.85	..	waterproof	tin	0.575dz	
<b>AREX (1091 Rybar)</b>				500	4.00	..	..	strips	..	1.15dz	
15 ml	3.00dz	..	0.37½	<b>STAG (848 Minnesota)</b>				2½ x 6 in x 12	..	0.305dz	
100 ml	1.70	..	2.55	after-shower talc ..	1.84dz	0.462dz	0.26	¾ x 1½ in x 144	..	0.545	
115 ml			d	pre-shave lotion ..	2.78dz	0.695dz	0.39	¾ x 2½ in x 144	..	0.60	
<b>ARVIN (1091 Rybar)</b>				<b>STANOIL (1282 VB)</b>				¾ x 3 in x 144	..	0.65	
15 ml	3.00dz	..	0.37½†	shampoo ..	1.80dz	0.45dz	0.27	1½ x 3¼ in x 50	..	0.49	
100 ml	1.70	..	2.55 †	<b>STERILODERM (970 PM)</b>				1 x 1½ in x 50	..	0.25	
115 ml			d	bactericidal gel 60g	0.20	0.05	0.35	1¾ x 2½ in x 50	..	0.315	
<b>ARNSOL (1091 Rybar)</b>				dispenser 500g	2.81	0.21	4.43	wound dressings			
12	1.35dz	0.34dz	0.20 †	refill 500g	0.81	0.21	1.43	1½ x 2 in x 50	..	0.365	
<b>EL (1091 Rybar)</b>				<b>STRENOL (1418 Strenol)</b>				2 x 3 in x 50	..	0.66	
150 ml	1.08dz	0.27dz	0.15½	skin cream (vet.) 34 g	1.51dz	0.38dz	0.22	2½ x 3½ in x 50	..	0.735	
<b>TIN (1091 Rybar)</b>				<b>STUART EDGAR (506 Gerhardt)</b>				1½ x 1½ in x 50	..	0.325	
ttft (vet.) ..	2.16dz	0.54dz	0.31½†	nappy liners	50	1.76dz	..	circlettes ¾ in dia.	100	0.345	
<b>TOL (1091 Rybar)</b>				100	3.12dz	..	0.39	1¾ in dia.	100	0.42	
15 ml	1.90dz	0.47dz	0.28 †	<b>STUD (1600 SHL)</b>				individually wrapped			
<b>UBRIA (135 TB)</b>				100	..	0.98	..	1½ x 1½ in x 100	..	0.81	
malayan nerve tonic				hormone cream 700	..	1.05	tax paid	1½ x 2 in x 100	..	0.86	
tablets				<b>SULTAN (1246 Trent)</b>				2 x 3 in x 100	..	1.32	
150	5.76dz	1.44dz	0.84	male tonic tablets 60	4.20dz	1.05dz	0.73	2½ x 3½ in x 100	..	1.73	
250	9.00dz	2.25dz	1.32	<b>SUNBEAM (1199 Sunbeam)</b>				¾ x 1½ in x 100	..	0.635	
500	16.40dz	4.10dz	2.40	hair dryer				¾ x 2½ in x 100	..	0.70	
1000	29.45dz	7.36dz	4.32	Lady Sunbeam				¾ x 3 in x 100	..	0.69	
(967 Petfoods)				BHD/1	4.87	1.22	7.71	sponge rubber adhesive			
	3.09	0.49	0.06	floor stand				¾ x 3½ x 6 in (3)	3.98dz		
<b>IDENT (1232 T&amp;R)</b>				BHDFS/1	1.38	0.16	2.00	¾ x 36 x 18 in	..	3.00	
nture cleaner ..	0.75dz	0.19dz	0.10½	GHS/A	3.98	1.00	6.31	¾ x 36 x 18 in	..	2.38	
..	1.20dz	0.30dz	0.17	hairstyler				unsprayed			
<b>AKAN (70 AHF)</b>				over blankets				¾ x 3½ x 6 in (3)	3.475dz		
othpaste				single	GSB1/2	8.54	2.14	¾ x 36 x 18 in	..	2.24	
<b>LON (649 ICI)</b>				double	GSDB1/2	9.77	2.44	¾ x 36 x 18 in	..	1.61	
bycare talc 240 g	1.85dz	0.46dz	0.26	double dual	GDDB1/2	11.33	2.83	strapping adhesive waterproof			
<b>OKOT (1037 Reckitt)</b>				under blankets				1 in x 1 yd	..	0.705dz	
rup 150 ml			d	single	GSU3/2	..	..	1 in x 2½ yd	..	0.845dz	
<b>BODYNE (1178 Stafford)</b>				double	GDU3/2	..	..	½ in x 5 yd	..	0.99dz	
othpaste	2.04dz	0.51dz	0.28½	shavers				1 in x 5 yd	..	1.505dz	
standard				International	G10	7.93	1.98	2 in x 5 yd	..	2.50dz	
economy	3.06dz	0.765dz	0.41½	Shavemaster				3 in x 5 yd	..	3.80dz	
<b>ON (1127 Seton)</b>				XSM1000	10.38	2.60	16.44	4 in x 5 yd	..		d
(distributors 93 BJ)				SMT1	10.72	2.68	16.97	superfoam adhesive			
drainage bag	2.50			<b>SURE (412 Elida Gibbs)</b>				¾ x 36 x 18 in	..	1.28	0.32
ale incontinence sheath	1.50			antiperspirant economy	3.79dz	0.95dz	0.50	¾ x 36 x 18 in	..	1.70	0.425
	(1½ dz)			<b>SYLVIA (339 CG)</b>				unsprayed			
<b>NOLS (402 Earex)</b>				sanitary towels				¾ x 36 x 18 in	..	0.92	0.23
100 ml	0.15	0.037	0.25	disposable tab ends	0.96dz	..	0.10	¾ x 36 x 18 in	..	1.40	0.35
200 ml	0.23	0.057	0.35								
12 ml	0.15	0.037	0.25								
<b>EMPOODLE (680 Kalium)</b>											
ampoo 4 oz	1.32dz	0.33dz	0.20								
10 oz	2.64dz	0.66dz	0.43								
<b>ER GENIUS (813 MF)</b>											
owder cream tube	0.281	0.069	0.49								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
wintergreen and capsicum plasters				refills				URANTOIN (1548 DDSA)				
5 x 7½ in ..	0.685dz	0.171dz		TRX10, TR3 series, T10, TR1, TRD,				tablets 50 mg 100	1.25	..	..	
7 x 11 in ..	1.37dz	0.343dz		TRF, TRC, ACC10 ..	1.90			100 mg 100	2.00	..	..	
wool felt soft 100% Merino				TM2-10 ..	2.00			VALIUM (1074 Roche)				
wool spread				SA6.5 ..	1.80			capsules 2 mg 100	0.53	..	..	
36 x 18 x ⅛ in ..	1.25			H10, M10 ..	2.05			500	2.13	..	..	
⅜ in ..	1.85			H13, M13, ACC13 ..	2.20			5 mg 100	0.77	..	..	
⅝ in ..	2.70			M16 ..	2.34			500	3.15	..	..	
¾ in ..	3.09			M10 ..	2.46			tablets 2 mg 100	0.53	..	..	
unspread				IJ10 ..	2.15			500	2.13	..	..	
36 x 18 x ⅛ in ..	0.95			IJ12 ..	2.35			5 mg 100	0.77	..	..	
⅜ in ..	1.54			IJR10 ..	2.83			500	3.15	..	..	
⅝ in ..	2.40			IJR12 ..	3.10			VANISH (1037 Reckitt)				
¾ in ..	2.78			J1.8 ..	3.30			fly killer ..	7.55dz	..	0.85	
semi-compressed				J3.6 ..	4.30			VAPONA (1155 S & N)				
spread				J5.7 ..	5.80			Spielle ..	11.04dz	..	1.25	
36 x 18 x ⅛ in ..	1.49			ice creamer	6.51			VARON DANDY (1372 Santilian)				
⅜ in ..	2.14			spare cups	0.81			after shave 2½ oz ..	..	..	1.27	
⅝ in ..	2.81			ice jar	5.20			5 oz ..	..	..	2.28	
¾ in ..	3.54			IJ10 ..	5.98			lime 2½ oz ..	..	..	1.38	
surgical				IJ12 ..	5.67			5 oz ..	..	..	2.42	
spread				IJR10 ..	6.25			brilliantine				
4 x 3½ x ⅜ in ..	1.01dz			IJR12 ..	6.00			liquid 1½ oz ..	..	..	0.48	
4 x 3 x ⅜ in ..	1.01dz			ice shaver				solid 1½ oz ..	..	..	0.62	
3 x 3 x ⅜ in ..	1.01dz			spare bases				Cologne 1 oz ..	..	..	0.70	
6 x 6 x ⅜ in ..	2.02dz			T10, TR1, TR3 series, TRX10, SA6.5				2 oz ..	..	..	1.18	
6 x 4½ x ⅜ in ..	2.02dz			TRD, TRF, TRC, TM2-10, ACC10				4 oz ..	..	..	2.00	
4 x 4½ x ⅜ in ..	2.02dz			ACC13 ..	0.60			8 oz ..	..	..	3.63	
unspread				HF10, HF13, M10, M13	0.79			15 oz ..	..	..	6.90	
4 x 3 x ⅜ in ..	0.81dz			bungs TRX10, TR1, TR3 series,				31½ oz ..	..	..	13.04	
zinc oxide plaster B.P.C.				TM2-10 ..	0.49			demijohn 9 oz ..	..	..	3.83	
½ in x 1 yd ..	0.385dz			T10, SA6.5, ACC10, ACC13	0.54			36 oz ..	..	..	13.49	
½ in x 3½ yd ..	0.875dz			H10, H13 ..	0.57			deodorant				
½ in x 5 yd ..	1.14dz			M10, M13, M16, M19	1.13			aerosol 6 oz ..	..	..	1.60	
1 in x 1 yd ..	0.54dz			TRD, TRF, TRC ..	1.07			stick 2 oz ..	..	..	0.78	
1 in x 3½ yd ..	1.23dz			plastic liners for ice jar	0.54			eau de toilette 2½ oz ..	..	..	1.80	
1 in x 10 yd ..	2.66dz			rubber seals ..	0.20			6 oz ..	..	..	3.30	
2 in x 5 yd ..	2.85dz			tongs ..	0.38			15 oz ..	..	..	7.07	
3 in x 10 yd ..	6.26dz			TILLOTTS (1237 Tillott)				hair cream				
½ in x 10 yd ..			d	white tar ointment	0.24	0.06	0.43	tube 1½ oz ..	..	..	0.37	
1 in x 5 yd ..			d	TOGAL (533 Grabowski)				3½ oz ..	..	..	0.57	
2 in x 10 yd ..			d	tablets 42	2.10dz	0.52dz	0.31	jar 3½ oz ..	..	..	0.65	
3 in x 10 yd ..			d	TOM CAXTON TRUE BREW (1449 R&CFD)				hair dressing				
4 in x 5 yd ..			d	bitter kit ..	7.00dz	..	0.80	tube 1½ oz ..	..	..	0.37	
4 in x 10 yd ..			d	lager kit ..	7.88dz	..	0.90	4 oz ..	..	..	0.57	
TAZOLINE (1091 Rybar)				TOOTHEX (705 Kirby)				6 oz ..	..	..	1.47	
40 g	1.28dz	0.32dz	0.18½	toothache tincture	10 ml	1.20dz	0.30dz	0.20	perfume ¾ oz ..	..	..	1.55
TESTORAL (917 Organon)				TOPSY (1243 TP)				1½ oz ..	..	..	4.65	
Sublings 10 mg pack of 25			d	aspirin tablets 24	0.49dz	0.12dz	0.07	2½ oz ..	..	..	1.27	
TESTRONES (137 Blakoe)				baby cream ..	0.70dz	0.17dz	0.10	5 oz ..	..	..	2.33	
100	0.56	0.14	1.00	nappy conditioner ..	1.39dz	..	0.16	powder stick 3 oz ..	..	..	0.85	
TETRADID-ORGANON (917 Organon)				TOTOMYCIN (147 Boots)				shaving cream				
capsules 250 mg 100	3.38	..	..	tablets 250 mg 100	0.82	..	1.23 TS	aerosol 6 oz ..	..	..	1.43	
500	16.67	..	..	1000	7.90	..	11.85 TS	brushless tube 1½ oz ..	..	..	0.37	
TETRALYSAL (227 Erba)				TREND (1467 Trend)				3½ oz ..	..	..	0.62	
injection I. M. 1	0.20	..	..	eyelashes				tube ..	..	..	0.65	
20	3.55	..	..	Pretty Pussies	3.08dz	0.77dz	0.49½	soap toilet 3 oz ..	..	..	0.33	
TETREX-PMT (171 BLL)				twin pack	5.06dz	1.265dz	0.79½	4½ oz ..	..	..	0.42	
injection vial				adhesive	0.60dz	0.15dz	0.15	9 oz ..	..	..	1.18	
I.M. 350mg	0.50	..	..	eyeliner brush	0.60dz	0.15dz	0.15	4½ oz ..	..	..	0.73	
I.V. 350mg	0.50	..	..	eye shadow brush	0.60dz	0.15dz	0.15	tanning spray 6 oz ..	..	..	2.20	
THEMIC (1068 Roberts)				TRI-ADCORTYL (1176 Squibb)				VEIL (135 TB)				
cough syrup 100 ml	2.86dz	0.72dz	0.43	otic ointment 10 g	0.65	..	0.98 TS	cover cream 70 g	0.35	0.09	0.62	
lozenges 20	1.31dz	..	..	TRIMSTER (1542 Trimster) existing entry				VELVA (60 Arden)				
THEOPHEN (1091 Rybar)				TRIMSTER (1542 Trimster)				cream				
50	2.75dz	0.69dz	0.40	baby products				116.02	..	..	0.85	
500	1.70	0.42	2.99	bibs plastic	2.30dz	..	0.27½	116.04	..	..	1.40	
retard 50	2.75dz	0.81dz	0.45	polka dot large	2.10dz	..	0.26	116.08	..	..	2.35	
500	1.70	0.50	3.50	sleeved	3.30dz	..	0.40	109.98	..	..	0.95	
THERMOGENE (1073 Robinson)				towelling	1.56dz	..	0.19	109.99	..	..	1.60	
wool small	1.32dz	0.33dz		cradle cap lotion ..	1.05dz	0.26dz	0.17	416.45	..	..	0.95	
large	2.25dz	0.563dz		face flannel	1.50dz	..	0.18	416.50	..	..	1.65	
THOMPSON'S (992 P&C)				nappy liners one way	2.10dz	..	0.25	416.52	..	..	2.95	
slippery elm food				nappy squares (12)	2.50dz	..	3.50	306.99	..	..	0.65	
malTED or unmalTED				pants				205.83	..	..	0.95	
6 oz	2.00dz	..	..	coloured small	0.50dz	..	0.06	205.91	..	..	1.60	
1 lb	3.68dz	..	..	large	0.54dz	..	0.06	205.95	..	..	2.65	
2 lb	6.16dz	..	..	ex. large	0.65dz	..	0.08	VELVYME (978 PYP)				
THYGLOID (641 HSL)				covered	1.44dz	..	0.18	powder 13½oz	4.45dz	..	0.53	
ankle reducing cream				frilly	2.50dz	..	0.30	3lb	1.17	..	1.56	
55 g	0.20	0.05	0.35	3 row large	2.20dz	..	0.26	7lb	2.40	..	3.20	
TIGER (1613 HPL)				trainer	2.50dz	..	0.30	13lb	4.20	..	5.60	
vacuum				stretch	3.40dz	..	0.40	VIBRA (721 LC)				
flasks				shampoo ..	0.98dz	0.25dz	0.16	tonic bath ..	1.515dz	0.38dz	0.21	
TR3-10 ..	3.98			TRUST (103 Beecham)				VIEW MASTER (490 GAF)				
CTR3-10 ..	3.98			dog or cat tablets	1.715	0.31		album 199010	..	..	0.55	
TR3-10 ..	5.76				(6 dz)			64 movie 504100	..	..	35.95	
TRX10 ..	4.25			TUCAL (252 Chelspa)				64R movie 504120	..	..	39.95	
TM2-10 ..	4.25			linctus 100 ml	2.36dz	0.59dz	0.34	65 movie 504200	..	..	53.95	
SA6.5 ..	4.86			40 oz	1.75	0.44	0.34	case 509100	..	..	2.95	
T10 ..	5.17			80 oz	3.28	0.82	0.15	film cutter 199370	..	..	7.75	
C/T10 ..	4.99			lozenges 18	1.02dz	0.255dz	0.15	glasses, Polaroid	..	..		
TRD10 ..	5.98			100	5.00dz	1.25dz	0.75	199500	..	..	0.80	
TRF10 ..	5.51			TUS (705 Kirby)				199400	..	..	0.15	
TRC10 ..	5.98			bronchial balsam 100 ml	1.65dz	0.415dz	0.25	lamps				
HF10 ..	6.90			TWINK (412 Elida-Gibbs)				for 411 projector 100	..	..	1.50	
ACC13 ..	7.50			roller	1.335dz	0.335dz	0.19	for 511 12V	..	..	3.25	
M10 ..	6.99			standard	2.18dz	0.545dz	0.31	for 111	..	..	1.35	
M13 ..	7.94			standard and twenny				projector 50W ..	..	..	4.95	
M16 ..	8.42			ULCEDAL (145 B)				500W stereo ..	..	..	1.20	
M19 ..	9.18			capsules 450mg	100	2.00		library box 199110	..	..		
MP19 ..	12.12			ULTER (1256 Ulter)				home movies, Walt Disney				
dualator TR3-10 ..	4.60			stomach tablets 20	2.03dz	0.51dz	0.28½	S.V.standard B/W				
				40	3.88dz	0.97dz	0.46½	602110	..	..	1.15	
				100	8.78dz	2.20dz	1.16	S.V.sup. B/W				
				500	3.94			601110	..	..	1.15	
				UNIFLOR (53 A&B)				L.V.standard B/W				
				tablets 1 g	0.15	0.04	0.26	602110	..	..	3.15	
								L.V.sup. B/W				
								602210	..	..	3.15	



# CHRISTMAS SHOWROOMS !!

3rd-6th JULY NEWCASTLE-UPON-TYNE Ravensworth Suite, Five Bridges Hotel, A.1., Gateshead 8.  
10th-13th JULY BRIGHTON Hobden Room, Grand Hotel, Brighton, Sussex.

Also later at Birmingham, Manchester, Croydon, Hendon.

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	Trade £.p	Tax £.p	Retail £.p
5.V.std.colour			
602220	..	..	3.00
5.V.sup.colour			
601210	..	..	3.00
5.V.std.colour			
602220	..	..	7.00
5.V.sup.colour			
601220	..	..	7.00
311090	..	..	2.95
1X 317000	..	..	1.80
automatic ..	..	..	5.35
transformer			
399670	..	..	1.50
jector 411 141486	..	..	9.50
511 142518	..	..	15.00
111 141384	..	..	5.25
500 142817	..	..	97.50
single 102000	..	..	0.26
pkt of 3 102030	..	..	0.80
mount, personal			
101000	..	..	0.60
enette 199200	..	..	0.85
ing Viewmaster			
118000	..	..	4.95
ackets	..	..	1.45
atre, Walt Disney			
121182	..	..	7.95
T.V. 121782	..	..	7.95
transformer 399670	..	..	1.50
vers			
E.P.U.L. 116014	..	..	0.98
boxed 116022	..	..	1.75
1 113062	..	..	1.95
0 111022	..	..	7.95
RBURY'S (721 LC)			
upound 16 oz	3.565dz	0.89dz	0.51
A (1318 Wella)			
men existing entry			d
men			i
airdressing medicated	2.96dz	0.76dz	0.44
non greasy liquid	2.96dz	0.76dz	0.44
airspray	0.35	0.09	0.61
hampoo sachet	0.67	0.17	0.05
(2 dz)	(2 dz)	(2 dz)	
bottle	2.40dz	0.60dz	0.35
COME (208 BW)			
irin tablets 300mg			
25			d
ophen injection bottle			d
50 ml			d
us antitoxin 10,000 iu/2 ml			
5	2.50	..	3.75
single			d
DORM (1154 SNP)			
lets 650 mg	30	3.12dz	0.39 †s4B
Y (1327 WSL)			
grips	12	3.84	0.96
(gross)	(gross)	(gross)	
E CROSS (109 BCL)			
gh mixture	..	1.04dz	0.26dz
INSON (1339 Wilkinson)			
ing soap aerosol			
175g	1.27	0.31	0.36
(½ dz)	(½ dz)	(½ dz)	
rd blades			
elf service card (5)	6.82	1.71	0.24
(50 pkts)	(50 pkts)	(50 pkts)	
AMS (255 Chembro)			
ia Velva			
ce Blue after shave			
54 cc	2.83dz	0.71dz	0.41
108 cc	4.68dz	1.17dz	0.68
55 cc and 110 cc			d
AM (615 H&M)			
..	0.26	0.055	0.40
NYMPH (412 Elida Gibbs)			
colourant	3.465dz	0.865dz	0.49
O-THERM (44 Amovon)			
nthol and wintergreen			
ream	0.09	0.023	0.15
TARRH (44 Amovon)			
ff	..	0.07	0.018
WIN (1352 Wyeth)			
lets with phenobarbitone 250			d
ADU (446 FI)			
iperspirant spray	..	..	0.60
88 Pollen)			
rgy food tablets	0.75	..	1.00
nt cream	28 g	0.83	0.17
len and honey	57 g	1.24	0.26
157 g	0.45	..	0.63
425 g	0.90	..	1.25
cial C tablets	0.75	..	1.00

	Trade £.p	Tax £.p	Retail £.p
YANI (1091 Rybar)			
suntan oil			
55 ml	1.50dz	0.37dz	0.21
112 ml	2.60dz	0.65dz	0.37
cream 50 g	1.75dz	0.44dz	0.26
YARDLEY (1355 Yardley)			
Black Label			
pre electric shave			
2522J	0.28	0.07	0.49
nature lipids			
cream cleanser 120 cc			
913	0.504	0.126	0.89
cream moisturiser 60 cc			
912	0.504	0.126	0.89
skin freshener 120 cc			
918	0.459	0.114	0.81
quickwink mascara 579	0.334	0.083	0.59
YEASTREL (793 MFL)			
3½oz	1.29dz	..	0.14
7oz	1.98dz	..	0.22
16oz	1.86dz	..	0.42
YVES SAINT LAURENT (248 COTR)			
Rive Gauche			
body spray	920	..	2.95
moisture spray	905	..	2.95
spray Cologne	904	..	2.95
deodorant	906	..	1.95
soap	938	..	1.95
talc	946	..	1.95
"Y"			
bath oil	1 oz	..	3.80
eau de toilette	2 oz	..	3.65
4 oz	..	..	5.55
8 oz	..	..	8.05
16 oz	..	..	12.55
atomizer	1.8 oz	..	3.65
4 oz	..	..	5.55
refill	..	..	4.55
parfum			
de luxe	4 oz	..	30.00
handbag atomizer			
½ oz	..	..	4.45
refill	..	..	3.55
phial	½ oz	..	3.25
mousse	3 oz	..	3.85
spray	1 oz	..	8.45
refill	1 oz	..	7.45
standard	¼ oz	..	4.70
½ oz	..	..	6.95
1 oz	..	..	9.95
2 oz	..	..	15.00
2 oz	..	..	1.30
talc			
ZIPCILLIN (208 BW)			
tubes 300,000 i.u.			d
ZIZANIE (446 FI)			
after shave	2 oz	..	2.00
4 oz	..	..	3.00
anti-perspirant aerosol			
5 oz	..	..	1.50
creme shave aerosol	5 oz	..	1.50
eau de toilet spray	2 oz	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
sprinkler 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
16 oz	..	..	10.00
hair spray	5 oz	..	1.50
soap	6 oz	..	1.00

## AMENDMENTS TO KEY TO SUPPLIERS

35 Allergan = Allergan & Co Ltd,  
Lane End Road, High  
Wycombe, Bucks.  
0494 21124

148 Bouscarle	= R. E. Bouscarle & Sons Ltd, 15 Cliffords Inn, Fetter Lane, London EC4A 1AT. 01-405 1263
157 Boxford	= Boxford (Suffolk) Whole- food Products Ltd, Boxford, Colchester, Essex CO6 5NY
582 Haywood	= J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581
621 Hoover	= Hoover Ltd, Perivale, Greenford, Middlesex. 01-997 3311
633 H & P	= Hulman & Parker Ltd, 34 Gayton Road, Harrow, Middlesex HA1 2HF
771 LCPL	= Lofthouse Chemical Products Ltd, Cope Road Industrial Estate, Cope Road, Fleetwood FY7 7LP Lancs. 0391-7 2435
772 Lon	= Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM. 01-589 3138.
779 Lundbeck	= Lundbeck Ltd, The Green, Welwyn, Herts. Welwyn 6601
807 MPB	= Mason Pearson Bros. 157 Piccadilly, London W.1. 01-493 1916.
1028 Rapidol	= Rapidol Ltd, Inecto House, 32 Dover Street, London W1X 3RA. 01-493 7541
1121 Searle	= G. D. Searle & Co Ltd, Whalton Road, Morpeth, Northumberland. Morpeth 4311
1613 HPL	= Harp Products Ltd, Riverside House, Camwath Road, London SW6 3HS. 01-736 7511
1614 Inter Pan	= Inter Pan Ltd, 169 Regent Street, London W1. 01-734 7495
1615 BBP	= Bardsley Baby Products, 10 Bardsley Vale Avenue, Bardsley, Oldham, Lancs. 061-624 3950
1616 Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex. West Drayton 3013
1617 Angel	= Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373
1618 BFL	= Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581
1619 PCDL	= Parfums Christian Dior (UK) Ltd, Avis Way, Newhaven, Sussex. 07912 4771
1620 Lloyd's	= Lloyd's Surgical Dept Ltd, Commercial Road, Portsmouth, Hants. Portsmouth 21451
1621 Interbro	= Interbro Ltd, Cavridy House, Ladymead, Guildford, Surrey. 0483 60757

# THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
AGRICLENS (969 Pfizer)			
antiseptic aerosol (vet.)			
150 g	0.56	..	0.75 a
AGRIMARK (969 Pfizer)			
marker aerosol 200 g	0.45	..	0.60 a
AGRIMIN (969 Pfizer)			
bullets cattle	10	3.98	..
sheep	20	3.28	..
ALBRIGHT SCALE AWAY (26 A&W)			•
4 oz	1.53dz	..	0.17

	Trade £.p	Tax £.p	Retail £.p
AMARGYL (971 PSMB)			
tablets			
50	0.30	..	0.45 †s4Aa
500	2.455	..	3.68 †s4A
ANDURSIL (T) (501 Geigy)			•
300 ml	0.85	0.21	
ANTHISAN (971 PSMB)			
elixir			
125 ml	0.16	..	0.24 †s7a
11	0.70	..	1.05 †s7



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
AQUA MANDA (532 Goya)					glycerine, lemon & honey				SUBLIMAZE (666 Janssen)			
hair spray 170 g	0.258	0.064	0.45 •		500 g	0.45	0.08		ampoules 2.15 ml	10	1.42	a
for men					glycerine of thymol	500 g	0.45		50	6.65		
after shave	0.258	0.064	0.45		menthol & eucalyptus	500 g	0.45		10.5 ml	10	3.25	
antiperspirant spray	0.24	0.06	0.42						SUPERSOFT (1038 R&C)			
Cologne	0.286	0.07	0.50						hairspray 200 g	2.76dz	0.69dz	0.36 •
man talc	0.189	0.047	0.33						160 g, 240 g and 380 g			d
pre-shave	0.258	0.064	0.45						SYNTOCINON (1098 Sandoz)			
ASCABIOL (971 PSMB)					KLEENEARS (402 Earex)				ampoules 2 i.u. 2 ml	10	0.34	ts
emulsion 200 ml	0.26	..	..	0.39 a	(vet.) 12 ml	0.15	0.038	0.25 i				d
ATRIXO (1164 SSL)					LACTOCALAMINE (325 C-A)							
hand care 165 g	4.244dz	1.023dz	0.58 •		lotion 100 cc	1.75dz	0.44dz	0.23 i				
BANMINTH D (969 Pfizer)					hand lotion			d				
suspension 500 ml	1.67	..	..	2.23 i								
4.5 l	11.63	..	..	15.50	LIQUFRUTA (1102 Sanitas)							
CALDECUM (695 TK)					with honey 330 cc	3.185dz	0.795dz	0.43 a				
	0.24	..	..	0.36 a	medica 108 cc	1.67dz	0.42dz	0.22½				
CALGON (26 A&W)					330 cc	3.185dz	0.795dz	0.43				
descaler sachet 4 oz				d								
CAMCOPOT (221 Camden)					LISIUM (201 Brunton)							
entire entry				d	vaginal spray ..	2.04dz	0.54dz	0.29 i				
CONTIQUE (1556 Farillon)					MARY QUANT (876 MP)							
soaking solution 110 ml	0.44	..	..	0.66	Jelly Babies							
wetting solution 60 ml	0.44	..	..	0.66	gel cheek colour	3.92dz	0.98dz	0.60 •				
COOPERS (295 CM&R)					eye colour	3.92dz	0.98dz	0.60				
veterinary					mascara	3.59dz	0.897dz	0.55				
warble fly liquid 1 gal	4.17	..	..	5.56 i	skin colour	4.25dz	1.062dz	0.65				
COPELLA (157 Boxford)					MAWS (810 Maws)							
19 oz	2.26dz	tax paid	0.23½		Nursery Products							
DOLALGIN (971 PSMB)					pants							
tablets 50	0.29	..	..	0.43½†s4Aa	trainer	328/15/16/17	6.30dz	..	0.75 c			
500	2.20	..	..	3.30 †s4A	MEDRONE (1263 Upjohn)							
DROLEPTAN (666 Janssen)					tablets 16 mg 14	2.30			TS •			
ampoules 2 ml 10	2.25	..	..	†s4Bz	MIRRA-COAT (174 BMAH)				d			
50	10.50	..	..	†s4B	MIRRA-COAT (174 BVP)				i			
tablets 10 mg 50	1.85	..	..	†s4B	MISS WINDSOR (1221 Windsor)				•			
EAREX (402 Earex)					splash Cologne	..	..	..	1.50			
nice ears (correctors)				d	spray Cologne	..	..	..	0.59			
ESTOLAN (923 OG)					MYOCRISIN (971 PSMB)							
ESTOLAN (109 BCL)					ampoule 1 mg	0.09	..	..	0.13½a			
tube 1.18dz	0.30dz	0.17 a			5 mg	0.10	..	..	0.15			
FERROGRAD C (2 Abbott)					10 mg	1.10	..	..	0.18			
Film tabs 150	2.05	..	..	•	20 mg	0.14	..	..	1.65			
FRESH-SOX (848 Minnesota)					50 mg	1.28	..	..	0.21			
deodorant insocks	2.71dz	0.305dz	0.35 c		10	1.28	..	..	1.92			
GALA OF LONDON (876 MP)					50 mg	0.19	..	..	0.28½			
Affair					10	1.74	..	..	2.61			
Cologne spray	6.25dz	1.562dz	0.95 •		NORATEX (901 Norton)				•			
HEMINEVRIN (68 Astra)					(distributors 1545 Vestric)							
syrup 100 ml	0.60	..	..	†s4B •	cream 500 g	0.73						
500 ml	2.50	..	..	†s4B	OPERIDINE (666 Janssen)							
HYPNOGEN (912 O)					ampoules 2.15 ml 10	1.85			DDa			
entire entry				d	50	8.50			DD			
INTRAVAL (971 PSMB)					OTOCEROL (188 BSH)				d			
ampoules 2.5% 0.5 g 5	0.72	..	..	1.08 †s4Aa	OTOCEROL (402 Earex)				i			
25	3.06	..	..	4.59 †s4A	OTODEX (1418 Strenol)							
50	3.72	..	..	5.58 †s4A	ear drops (vet.) 225 ml	1.00	0.25	1.75 c				
multi-dose 2.5 g	0.24	..	..	0.36 †s4A	PHENERGAN (971 PSMB)							
twin pack 2.5 g 5	2.32	..	..	3.48 †s4A	cream 2% 25 g	0.15	..	..	0.22½a			
ampoules 5% 0.25 g 5	0.40	..	..	0.60 †s4A	elixir 125 ml	0.16	..	..	0.24 †s7			
0.5 g 5	0.58	..	..	0.87 †s4A	2 l	1.52	..	..	2.28 †s7			
25	2.38	..	..	3.57 †s4A	PHENSEDYL (971 PSMB)							
50	3.38	..	..	5.07 †s4A	linctus 2 l	2.14	..	..	3.21 †s7DDla			
1 g 5	0.90	..	..	1.35 †s4A	PRUVORAL (221 Camden)							
25	3.72	..	..	5.58 †s4A	entire entry				d			
50	5.00	..	..	7.50 †s4A	SA-37 (174 BVP)				i			
multi dose 0.5 g	0.36	..	..	0.54 †s4A	powder, cat 100 g	0.34	..	..	0.51			
twin pack 5	2.92	..	..	4.38 †s4A	200 g	0.48	..	..	0.72			
J CLOTH (672 Johnson)					5 lb	4.02	..	..	6.03			
jumbo blue 4	1.287dz	0.145dz	0.15½i		tablets 60	0.42	..	..	0.63			
JERGENS (261 Christy)					450	2.71	..	..	4.06½			
entire entry				d	SEVNOLS (402 Earex)							
KERFOOTS (695 TK)					(vet.) 200 ml	0.23	0.058	0.35 c				
pastilles					SHEEN (923 OG)				d			
antiseptic throat					SHEEN (109 BCL)				i			
500 g	0.45	0.112	i		25 g	1.18dz	0.30dz	0.17 a				
blackcurrant & glycerine					SONALGIN (971 PSMB)							
500 g	0.45	0.08			tablets 100	0.45	..	..	0.67½†s4ADDla			
bronchial	500 g	0.45	0.112		500	2.16	..	..	3.24 †s4ADDl			
catarrh	500 g	0.45	0.112		SONERGAN (971 PSMB)							
cherry cough	500 g	0.45	0.112		tablets 50	0.24	..	..	0.36 †s4Aa			
fruits' balsam	500 g	0.45	0.112		500	2.13	..	..	3.19½†s4A			
Gee's linctus	500 g	0.45			SONERYL (971 PSMB)							
					tablets 100 mg	0.19	..	..	0.28½†s4Aa			
					500	0.68	..	..	1.02 †s4A			
					5000	6.48	..	..	9.72 †s4A			
					STUGERON (666 Janssen)							
					tablets 15 mg	0.60			†s7a			
					1000	10.92			†s7i			

For sore throats—mouth infections—sore gums

# Oraldene

Unique, 8-hour antibacterial action from a single rinse  
One pack O.T.C./prescription

A chemist-only product with high profit margin



William R. Warner & Company Ltd.,  
Eastleigh, Hants. Tel. Eastleigh 3131



# House is sacrificed for new pharmacy

From time to time pharmacists have converted a variety of premises into a chemist's shop so that they could meet the medicinal requirements of a particular area. Only recently *C&D* reported that a disused police station had been used for that purpose (*C&D*, April 8, p468).

More recently a Hampshire pharmacist faced with lease problems has built on to his home and adapted the whole of his pleasant detached house of which he held the freehold, to his business requirements.

Mr A. J. C. Bull of Gosport, Hants took over an established and quite successful business at 97 Bury Road, Gosport, twenty years ago. During that period the population of the area has grown and so has the pharmacy's turnover—sevenfold in fact. He had modernised his business premises several times but about 18 months ago it became apparent that the premises needed expanding especially in view of the possibility of a health centre being established in a few years time in the grounds of a hospital directly opposite.

## Conversion

The lease however had only five years to run with no possibility of purchasing the freehold, Mr Bull had to look elsewhere. His home was at 93 Bury Road, only a few steps away from the pharmacy on the same side of the road and this fact led him to look into the possibility of making a conversion despite all the upheaval that could be expected in both his domestic and business life.

Of course it is one thing to decide on turning a residence into business premises but quite another getting permission to do so. However, not without some official difficulty, but with the goodwill of neighbours, approval was eventually received and plans were put into operation. Now

*Right: A feature of the frontage at night is the large neon-lit sign*

*Bottom (left): A bench seat is provided for customers waiting for medicine*

*Bottom (right): Customers in the cosmetics department can be seen in mirrors from vantage points in the dispensary or office*

anyone returning to 93 Bury Road after an absence would be rightly perplexed in wondering where the house had "vanished".

Where the front garden used to be is now the sales area of the shop. There is a waiting room now where once was his dining room; the former lounge is the new dispensary being five times the size of the space he previously had. An island site bench within the dispensary permits Mr Bull to dispense and also observe what is going on in part of the shop. From his office—previously hall and porch—he can see the remainder of the shop. The staff have the use of a former sun lounge and (weather permitting) rear garden. There is plenty of space for stock which is housed in the bedrooms whilst oxygen cylinders and certain chemicals are in the double garage attached to the house.

Taking care of security in the provision of grilles and two convex mirrors has cost over £200. With the aid of the mirrors

95 per cent of the total area can be seen from the vantage points of the dispensary and office.

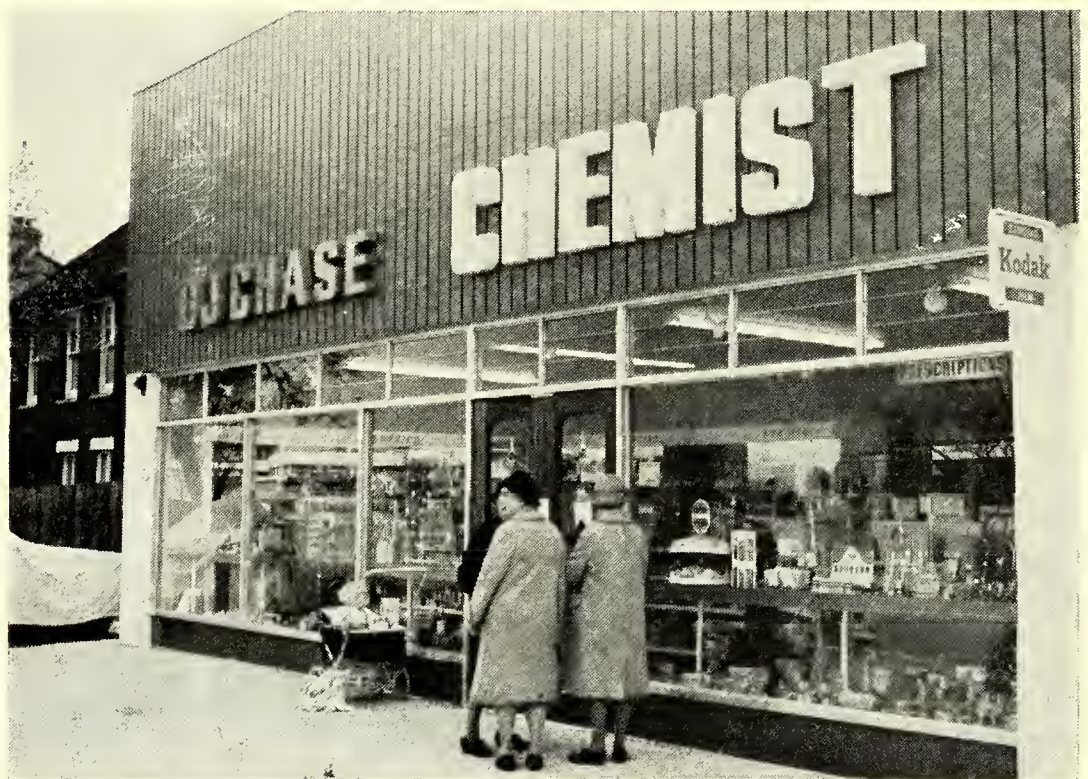
The shop, that is the sales area, is only one storey; there is a false front giving the impression of a two-storey building. On this is located the name sign backed by neon tubes. The plans were drawn up by a local architect who covered all the work including arrangements for the supply and erection of all the fittings.

Mr Bull hails from Essex. After war service he worked for four years in the Isle of Wight before taking over the business of D. J. Chase Ltd, the name being retained. Besides the Bury Road pharmacy he has a pharmacy at 147 Rowner Lane, Gosport and a perfumery business, run by his wife in the High Street.

## Outside activities

A keen follower of local pharmaceutical affairs, Mr Bull has been chairman of the Hampshire Pharmaceutical Committee for the past five years and a member of the Executive Council for 15 years. He has also been through the chair of the local branches of the Pharmaceutical Society and NPU.

On his new pharmacy Mr Bull told *C&D* that he believes the venture, though costly, "will never be regretted".





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In shades of Ivory, Natural, Ochre, Peach,  
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Recommended Retail Prices:

TUBES No 2 13p each (Trade 79p doz.)  
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PLASTIC JARS 38p each (Trade £2.36 doz.)

**The ALL-IN-ONE  
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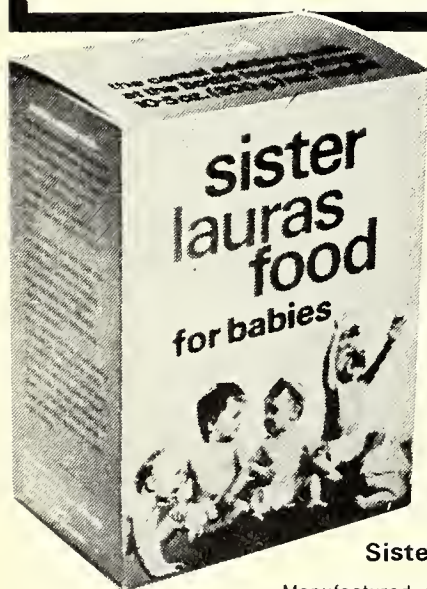
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babies seek your advice...  
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# COMMENT

## The whole truth

In the journalist's "silly season"—when news copy is often hard to come by—the pharmaceutical industry's sales promotion methods are always considered "good for a column." Regrettably, it does not take a very diligent or inspired reporter to come up with examples of drug literature to "prove" his case, as there are enough vociferous general medical practitioners at the receiving end to supply all his requirements.

But there is a tendency for the media to overplay their hand, and this is particularly so with television where the dramatic effect that can be created by good camera work may leave the viewer with an "impression" that would not be viable if he could read, and re-read, the transcript of the programme—as he can with newspaper articles.

A good example of this tendency to "overplay" came last week when the industry was again attacked, this time in the "Burke Special" programme on BBC1. The show's theme was stress, hypochondria and the pressures put upon general medical practitioners to prescribe psychotropic drugs. A series of glossy brochures on the subject of stress, distributed by a major manufacturer of psychotropics, were produced in the studio.

But the most damaging assertion was that drug companies' representatives were being trained to know the weak points of the doctors with whom they were dealing—including references to a paper at an Edinburgh seminar which classified doctors into categories such as "gullible" and "young snobs." Armed with this information, it was implied that a doctor could be persuaded to prescribe almost anything.

However, a member of the industry who participated in the seminar told *C&D* this week that it was held two

years ago and was attended by market research men, not the industry's medical representatives. The seminar was organised by the European Society for Opinion and Market Research on the subject of marketing pharmaceutical products. A copy of the proceedings—which Mr Burke hinted had been obtained with difficulty—is obtainable from the Society, Raadhuis Traat 15, Amsterdam, price Swiss Frs 30.

And the paper referred to was concerned with market research in the Israeli industry, not the British, it is understood—though the programme omitted to make this point.

The subject was taken further on Sunday when the *Observer's* "Back Page" column followed up the "Burke Special" adding that "a computer analysis exists . . . which offers a close study of the prescribing habits of all the doctors on the register—that is your GP included." It is understood that the only "analysis" that this can refer to, is the Medical Data Index, which is based on a sample of some 500 doctors.

### Promotion in context

Most pharmacists would agree that the industry has no room for complacency about the promotional activities of a few of its members, but they can also see those activities in context. The media, on the other hand, seem determined to blind themselves—and the public—with their "message".

Surely the public has the right to expect that those armed with so powerful a weapon as television, will ensure that the "facts" they choose to present would remain relevant even if the viewer had access to the whole story. Cases such as the one quoted, and the experience of many people who have seen a half-hour interview condensed to 30 seconds, suggest that this is not always so.

## Packaging

### Safety containers available from stock

In an effort to reduce the amount of children being accidentally poisoned by drinking toxic liquids from bottles with a similar appearance to those of "lemonade" and "soft drink" styles, King Plastic Containers Ltd, St Edmunds Works, Fishergate, Norwich, have designed a range of "safety" containers to pack dangerous liquids.

Up to now it has been difficult for the medium-sized chemical manufacturer to obtain standard safety containers, they claim.

Among the features is a clearly embossed warning: "Do not drink" in "Braille" to assist the blind, in "Moon" type for the partially sighted, and again in clear block letters. Also, to comply with the Poisons Regulations, vertical fluting is provided.

Four sizes are available: 250ml, 500ml, 750ml and 1 litre, each having its contents weight embossed near its base.

All the bottles in the range have 28mm necks resulting in one sized standard screw type or "J" caps.



Although manufacturers' colours can be produced by arrangement, two versions are available as standard. One is clear with an ultra-violet inhibitor added, and the other amber-tinted. One size label, made to King Plastic's specification, would suit all four sizes in the range and printing of the "contents weight" on the caps is said to be unnecessary.

### Competitive carrier bags from Sweden

Four-colour printed polyethylene carrier bags costing as little as 1p each are now available to national advertisers, multiples and manufacturers. Posmark Ltd, 34 Oxford Street, London W1N 9FL have signed with Modefa AB of Svalov to market the Swedish company's range of low-cost, top quality advertising carriers in the UK.

Posmark intends to market the Modefa carriers on a bespoke basis—offering customers virtually any shape or size of bag; two styles of handles and an almost infinite variety of colour permutations. The minimum order level is as low as 25,000, and deliveries down to between five and eight weeks.



# FIRE — protect your premises now

by Alan Guy, MIFireE, FICD, AIIISO, MInstM

The bulk of commodities sold by you are a form of protection or prevention, medically speaking. But what about you, your staff and your premises? You need protection too . . . Fire protection, especially when the increasing annual fire losses (£128.7m in 1971) are considered. It may be *your* turn to contribute to statistics next.

The majority of chemists in general practice are subject to the Offices and Shops Act 1963. Section 38(1) states: "In all premises to which this Act applies there shall be provided and maintained appropriate means for fighting fire which shall be so placed as to be readily available for use."

In chemists, fires are classified as follows:—

- Class A—ordinary free burning materials such as wood, paper and fabrics.
- Class B—flammable liquids such as spirits, oils, etc, including oil-fired central heating installations.
- Class C—flammable gases such as town gas used for gas fires and central heating installations.
- Class E—fires involving live electrical equipment and wiring.

The only extinguishing agent considered suitable for Class A fires by the fire brigades is water, which can be applied in four ways:

- Buckets: An inefficient method which should be abandoned.
- Soda acid extinguishers: These are efficient if serviced regularly (the Home Office recommends every three months) but are old fashioned and awkward to

handle especially for women and girls. They can be cylindrical or conical and operated upright or by inverting . . . so many varieties still exist despite their antiquity.

□ Water (gas pressure) extinguishers: The standard model, cylindrical in shape and operated in the upright position by striking the knob. A short length of hose enables the extinguisher to stand on the floor during operation, a valuable feature for women and girls. It discharges plain water expelled by a small cylinder of CO<sub>2</sub> screwed into the head. The one disadvantage of this extinguisher is that it cannot be shut off after the knob has been struck other than by kinking the hose or inverting the extinguisher. If a small fire is extinguished quickly therefore, additional water damage can result although this is not too serious.

□ Water (air pressure) extinguishers: The latest development. Water (2gal) is pressurised with air, the pressure being indicated on a small gauge. Operation is by squeezing the lever and water is discharged via a short length of hose. Releasing the lever shuts off the supply of water thus reducing water damage to a minimum. A further advantage, of course, is that re-charging costs nothing, merely refill the extinguisher with water and take to a garage to pressurise on the air line. Alternatively a car foot pump can be used.

## Dry powder

Most of the major fire engineering companies have for many years been able to supply a dry powder suitable for ordinary fires. This powder will certainly extinguish a fire if caught in time, but if the fire is

well alight may not be completely successful. Its main advantage lies in its use for multi risks, that is, where there are a number of different fire risks in the same area. Dry powder does of course leave a powder residue which will necessitate extensive cleaning of your shop and is not recommended.

In chemists' shops, for fires involving spirits and other flammable liquids, CO<sub>2</sub> extinguishers should be installed. Being a gas it leaves no residue and will also penetrate into small spaces on workbenches, shelves, etc. It is a non-conductor of electricity and can therefore be used also for Class E fires.

Until quite recently CO<sub>2</sub> extinguishers were made in heavy gauge steel, and indeed many firms still supply this type. More modern extinguishers however are manufactured in light alloy, to British Standard Specifications and these are of course much lighter to use.

Even 18lb weight can only be handled with difficulty by women and girls so that the advantage of the new alloy models is clearly indicated. One thing should be borne in mind . . . CO<sub>2</sub> extinguishers make a noise during operation and this is normal.

Any fire involving gas can be extinguished easily by merely shutting off the gas supply and then tackling any fire in other materials caused by the fire from the gas. If however the gas valve is involved in a fire, CO<sub>2</sub> can be used to extinguish the fire so that the valve can be closed. Equally, dry powder can be used. Both CO<sub>2</sub> and dry powder are suitable for Class E fires both being non-conductive of electricity.

## Central heating systems

Where oil-fired central heating is installed the best extinguisher is a dry powder type of from 3lb to 20lb depending on the size of the installation. The main risk is from oil spillage but as there is always associated electrical risks a non-conductive agent is essential. Avoid foam extinguishers.

In the case of gas-fired central heating either CO<sub>2</sub> or dry powder can be used. For solid fuel heating systems the only risk is Class A and fire spread can be handled by your water extinguisher.

## Regarding maintenance

Quite apart from the requirements of the Offices and Shops Act it is obviously common sense to have extinguishers serviced once a year by a competent fire engineering company. A certificate of service will be issued and you may be asked to produce this on demand by a shop inspector from the local authority.

Make sure that all extinguishers are sited in a prominent position, in the case of water extinguishers by an exit, and in other cases close to the risks involved but not too close that the fire condition could prevent access to them. Make sure that your staff know how to use them if an outbreak of fire occurs—a little knowledge could spell the difference between a small and large fire. It is perhaps a sobering thought that a business that has taken perhaps 20 years to build up can be destroyed in as many minutes by fire.





# Small traders 'arm' for superstore war

Planning applications for hypermarkets are not now a rarity. More and more companies both British and Continental are submitting plans for sites up and down the country.

And as they are doing so local chambers of trade are "arming" ready for the battle to fight the applications.

In Essex at least two applications have been made to build hypermarkets at Rayleigh. Should both be allowed then there would be two superstores virtually side by side.

From Southend-on-Sea in the east of Essex to Chigwell in the west of the county local chambers are warning shopkeepers of the possible threat of these giant discount stores on the trade of the independent.

Some people are quoted as saying that hypermarkets could take as much as 15 per cent of a trader's turnover away while more down-to-earth estimates are around 5 per cent.

One hypermarket planned for Essex is a 32-acre site near Rayleigh and provides for a building of 125,000sq ft and car parking for 1,500 cars.

Mr Leonard Woodhurst, honorary secretary of Chigwell urban district chamber of commerce is reported to have said: "A store of that size cannot succeed unless it does a colossal turnover and that turnover doesn't come out of the sky—it can only come from the trade of existing shops and stores in the catchment

*Artist's impression of the front of the Carrefour hypermarket due to be opened in Caerphilly in September*

area which is, remember, 30 miles around.

"At first glance Rayleigh may seem a long way away and you may think it is too far for you to worry, but that is not the way to look at it.

"To begin with, Chigwell is less than 30 miles from Rayleigh and we are in the catchment area. We, in the Chigwell urban district chamber of commerce, in common with many other chambers in Essex, say that the project must be fought and defeated and a campaign to do just this is being mounted by the National Chamber of Trade."

Mr Woodhurst said Rayleigh UDC and

Essex County Council, have rejected the planning application. However, with millions of pounds involved, the would-be developers are not likely to give up easily and they will, given half a chance, almost certainly appeal to the appropriate Minister. After that a public inquiry would probably be set up.

Organisers of anti-hypermarket campaign in Hertfordshire have engaged the expertise of Queen's Counsel Mr Sebag Montefiore to head them at a public inquiry to be held at Watford Town Hall in November.

So far about 1,000 traders within a 25-mile radius of the proposed hypermarket site at Garston have signed promissory notes.

Mr Kenneth Povey, chairman of the redevelopment sub-committee in Birmingham, warned that out-of-town shopping would leave thousands of square feet of space with no return coming in.

## Government policy note

In February this year Mr Peter Walker, Secretary of State for the Environment, issued a request to local authorities that they notify him of all planning applications for out-of-town shopping centres and stores such as hypermarkets, with a gross floor area of 50,000 sq ft or more, so that he might have the opportunity of making a personal decision on them.

Accompanying the announcement of the Minister's request was a Development Control Policy Note—designed to give guidance on the subject to retailers, developers and local planning authorities.

The following points are made:

☐ These new forms of shopping may help keep prices down, be convenient to shoppers by car and relieve congestion in towns. On the other hand they may disfigure the

countryside, adversely affect existing centres and produce traffic problems on inter-urban and country roads.

☐ In 1980 some 25 per cent of families will still be without cars. They will depend on town or district centres and on public transport for getting to them. The needs of that 25 per cent should not be overlooked.

☐ The use of isolated "green field" sites for shopping development has drawbacks—there may be more advantage to the community in proposals for a well-planned district centre within or on the edges of the built-up area which offer better possibilities for providing the associated commercial and social facilities normally available in a town or district centre.





# A new approach to prescribing the 'pill'

The lengthy "trial and error" method used to choose the most suitable oral contraceptive brand for a woman could be eliminated by the use of a simple smear test developed by an Australian physician.

Dr K. R. Heber, a Sydney general practitioner, was recently awarded the Francis Hardey Faulding memorial fellowship for his work on the subject. The fellowship carries a cash prize of \$A2,500 given by an Australian wholesale druggist.

Dr Heber's research included a comparison of the hormone content of the "pills" available on the Australian market, and a record of their effect on different patients.

By painstaking comparison of many microscope slides he has evolved a method to detect and correct imbalances in female sex hormones in women whether they are regular users of oral contraceptives or not.

He has investigated oestrogen and progesterone balances and by using smears taken from the walls of the vagina he has been able to relate an excess of one hormone or the other in a patient to the particular brand which the patient is taking.

Dr Heber says that vaginal smear patterns have been used since 1927 to follow changes in the menstrual cycle. Because hormone balances follow a changing pattern throughout the cycle, smears taken at different times reflect a different balance. But the contraceptive pill suppresses the cycle and introduces another factor into the balance—extra oestrogen or progesterone, depending on the content of the particular product.

## Detecting an imbalance

Vaginal epithelial cells originating in the basal cell layer, gradually change their shape and size as they mature and are shed into the vagina. The proportions of the various cells seen in a smear from the upper third of the lateral vaginal wall give an indication of the degree of maturation and the hormonal influences affecting the vagina.

The correct staining technique enables the various cell types—basal, parabasal, small intermediate, large intermediate and superficial cells—to be recognised. The cytoplasmic contents of the different cells take up different dyes and different cell nuclei indicate the cellular state.

Oestrogen activity is best indicated by the number of pyknotic (homogeneous like a full stop) nuclei. Those nuclei are found in large intermediate and superficial cells. The presence of oestrogen is necessary to reach that state of maturity.

Progesterone causes exfoliation of the cells faster than they can reach maturity and as a result intermediate cells predominate. They are shed so rapidly that

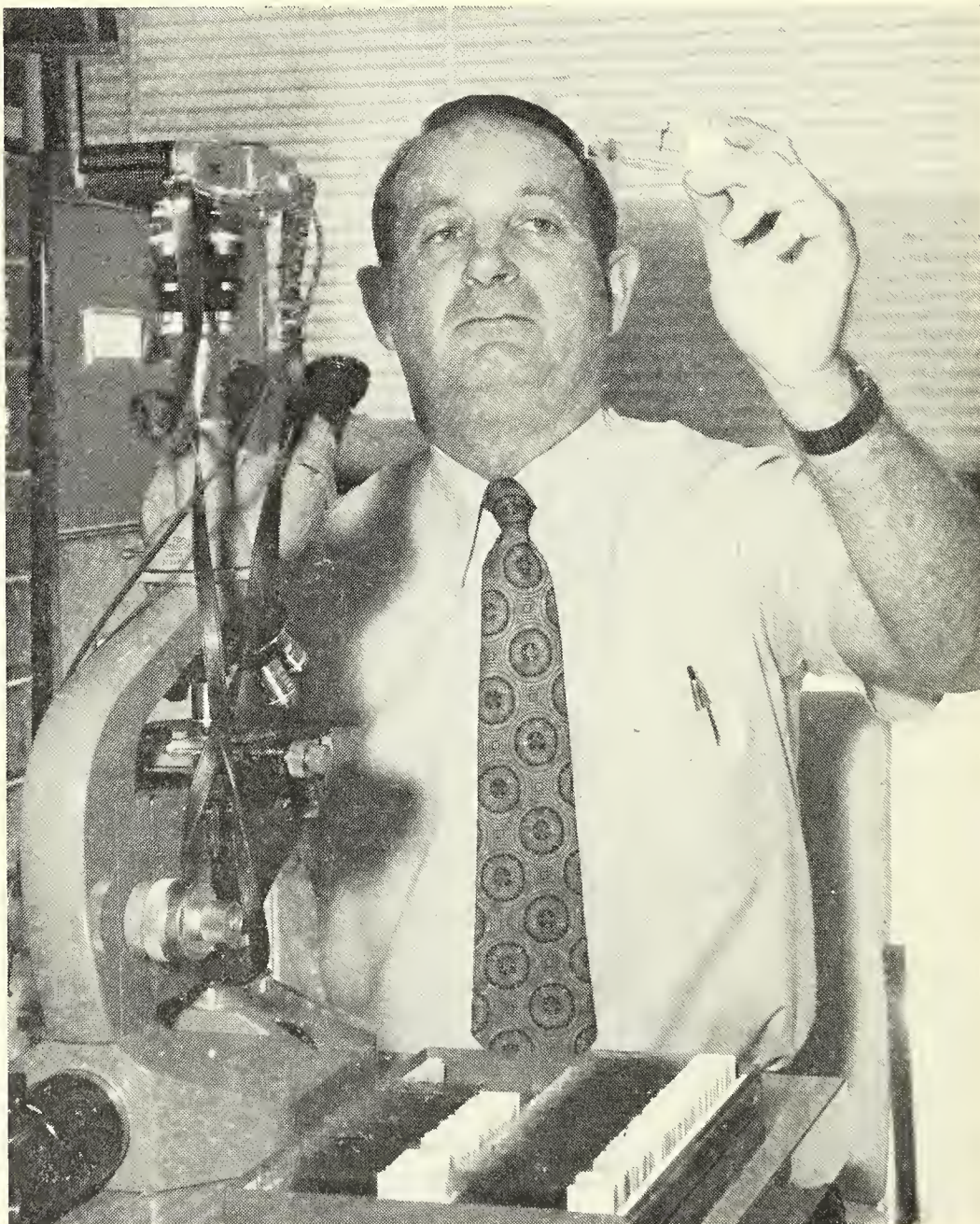
they form clusters or clumps with cells merging into each other's cytoplasm. The cytoplasm stains a pale blue.

Dr Heber explains: "Doctors, once they are familiar with smear patterns and techniques, will be able to recognise hormonal imbalance, and from the list of relative hormone balance of the various 'pills', be able to prescribe a 'pill' to correct any imbalance.

"If there is trouble due to hormonal imbalance the smears will show a probable cause and the doctor, considering also the patient's weight and medical history, can take suitable action."

It will mean, he hopes, that many women will not have to undergo unpleasant side effects, "such as depression, irritability or menstrual irregularity," until they find the best brand for them.

*Dr Heber employing his technique for his patients*



He said his work could also make it simpler for the medical profession to apply female hormone therapy, involving such symptoms as acne, caused by an oestrogen deficiency.

Dr Heber has done 10 years work on contraceptives. His latest research findings are expected to be published in the *Australian Family Physician* within the next few months.

He works from his home surgery in Auburn, a suburb of Sydney. While continuing his practice Dr Heber is undertaking postgraduate study for his doctorate at the University of New South Wales. He is a member of the Australian Family Planning Association's medical advisory board.

During his research, he has studied and catalogued more than 7,400 slides of smear tests and since he began the investigation has given his patients more than 30,000 free packets of oral contraceptives, supplied by a company interested in his work.

Dr Heber's findings will be the subject of a seminar proposed by the Royal Australian College of General Practitioners later this year.



# Hospital pharmacy forum

## Responsible to whom?

by a hospital pharmacist

A long, and at times acrimonious argument seems to be developing about the exact place of the regional pharmacist in the administrative hierarchy of the Regional Hospital Board. Should he or should he not be responsible to the senior administrative medical officer? Noel Hall saw no objection to his being part of the staff of the SAMO "provided his right of access to the Board on pharmaceutical matters is preserved". HM(71)70, the official memorandum giving effect to the Noel Hall recommendations advised that he should, like the regional administrative scientific officer recommended by the Zuckermann Committee, "normally be on the staff of the SAMO".

Most Regional Hospital Boards have made it clear, either in the advertisement itself or in the conditions of service sent to prospective applicants, that the successful candidate will be a member of the staff of the SAMO or in some cases actually responsible to him.

### Subtle difference

Whether there is any subtle difference between the precise meaning of the two phrases "on the staff of" and "responsible to" is open to argument, but before pursuing the matter further it might be helpful to take a close look at the administrative structure of Regional Hospital Boards.

The two most senior officers are the secretary and the senior administrative medical officer. It is the function of the SAMO to advise the Board on all matters pertaining to the medical administration of hospitals, while the secretary is mainly responsible for what are usually called the "hotel services". He also acts as the Board's chief executive officer and in practice his relationship with the SAMO is very similar to that which exists between the town clerk and the medical officer of health of a local authority.

Regional Hospital Boards employ a variety of non-medically qualified professional and technical staff, such as architects, engineers, etc, all of whom are on the staff of, and presumably responsible to, the secretary. Doctors, nurses and, from now on, we must include the regional pharmacist and the regional administrative scientific officer, are the responsibility of the SAMO. It is his job, for instance, to advise the Board of, say, a shortage of nurses and to suggest how the situation might be remedied. In all probability he will base his advice on a report made to him by his specialist subordinate, the regional nursing officer, but responsibility for the advice he gives to the Board is entirely his and he cannot blame her if it proves to be wrong.

On this basis it can be assumed with

a fair degree of confidence that something very similar will apply in the case of the regional pharmacist and the regional administrative scientific officer. Unless there is a radical change in the administrative structure of Regional Hospital Boards, these officers must be responsible either to the secretary or the SAMO, and if given the choice it is probable that most of us would prefer the latter.

The point now at issue is whether a pharmacist, as a member of a profession separate and distinct from medicine, should ever be responsible to a doctor. Those who argue that he should not, point out, with some truth, that pharmacy has only recently achieved full independence after a long and hard struggle and for the regional pharmacist to be made responsible to the SAMO is therefore a retrograde step which may well prejudice the whole future of the profession.

On the other side are those who argue that the independence of pharmacy is very largely a myth. They point out, also with some truth, that the membership of the Standing Pharmaceutical Advisory Committee appointed under the NHS Act to advise the Minister on pharmaceutical matters invariably includes doctors, whereas no pharmacist has ever been appointed to the Standing Medical Advisory Committee. Even the Council of the Pharmaceutical Society includes amongst its membership two Privy Council nominees, at least one of whom is invariably a doctor, but no pharmacist has ever been nominated by the Privy Council to sit on the General Medical Council.

### Acknowledged superior

There are, of course, certain limited aspects of the practice of pharmacy where the pharmacist can properly claim that his work is in no way controlled by doctors. This can be said of pharmacists employed as teachers in schools of pharmacy and by many of those working in the pharmaceutical industry. However, pharmacists employed in psychiatric hospitals, and all hospital pharmacists in Scotland, have long acknowledged a doctor, in the shape of the medical superintendent, as their superior officer. It is to him that the pharmacist reports and he who has the major say in his hiring and firing. It seems reasonable therefore to assume that much the same relationship is likely to exist between the regional pharmacist and the SAMO.

Noel Hall's suggestion that the regional pharmacist should have the right of access to the Board may well give rise to difficulties. There will inevitably be occasions on which he and his chief will not see eye to eye and the latter will not take very kindly to one of his subordinates advising

the Board to take a course of action different from that which he himself has recommended. In practice it can be confidently assumed that on such occasions the voice of the SAMO will prevail, especially as there are very few pharmaceutical matters in which doctors cannot claim to have an interest of some kind.

In fact most pharmacists in the hospital service have now come to realise that in common with other non-medically qualified scientists they can only work effectively as members of a team. Parliament, the public, and perhaps one might also include common sense, will always insist that a team concerned with the treatment of disease in human subjects must be captained by a doctor who alone can accept legal responsibility for what is done in his name. In such a context the term "independent profession" has no real significance.

## New officers

### National Pharmaceutical Union

**Bournemouth and East Dorset Branch.** Chairman, Mr J. Barrie Thompson; hon secretary, Mr Stanley Bubb, c/o Branksome Chemists Ltd, 436 Poole Road, Branksome, Poole.

### Pharmaceutical Society

**Liverpool Branch.** Chairman, Mr A. W. Newberry; vice-chairman, Mr R. Clitherow; hon treasurer, Mr O. C. Roberts; Press officer, Mr J. C. Leigh; secretary, Mr R. N. Bullen, 255 Woolton Road, Liverpool 16.

### Guild of Hospital Pharmacists

**Tyne, Wear and Tees Branch.** Chairman, A. H. Young; vice-chairman, W. T. Wing; treasurer, R. Elder; secretary, H. H. Poole, Royal Victoria Infirmary, Queen Victoria Road, Newcastle upon Tyne.

## Shopfitting



The door mat at the entrance to the shop shown here is claimed to stop dirt being brushed into the premises. It is impregnated so that it "attracts dirt, dust and moisture". When soiled it is re-impregnated with an aerosol. Cost £2.45, or on a rental basis, from London Carpet Cleaners Ltd, Fumage Street, Garratt Lane, London SW18



# MARKET NEWS

## Currency upheaval effects on markets

London, June 28: Dealers in essential oils and crude drugs are still wondering how the commodities would be affected by the Government's decision to float the £ as from last Friday. With the overseas foreign exchange closed up to Tuesday it was expected to take several more days before the level of the £ would become sufficiently stable for sellers to recommence quoting.

Meanwhile there have been several adjustments—mainly upward—among essential oils. These included cade, lemongrass, caraway, Chinese citronella, Brazilian peppermint, rosemary and American spearmint. Lower were English-distilled cuchia, camphor white, Indian ginger and new crop pennyroyal.

Dealing in crude drugs was at routine levels. Aconite was easier together with camphor powder (natural), Peruvian cochineal and karaya and tragacanth gums.

A report from Tuticorin states that there has been timely rain in the senna growing areas last month "so the second crop should be a good one." Shipments of senna from the port during May were:

	UK Tons	US Tons	Europe Tons
Senna leaves	2	—	124
Pods	3	—	17

Price changes among pharmaceutical chemicals since last published include glucose, glycerin, cream of tartar, tartaric acid and zinc sulphate.

### Pharmaceutical chemicals

**Adrenaline:** (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

**Aloln:** 50-kg lots £9 kg.

**Aminacrine hydrochloride:** £33.50 kg.

**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.

**Aspirin:** 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

**Bemegride:** BPC £16 kg.

**Benzamine lactate:** 500-kg lots, £51.15 kg.

**Benzocaine:** 50-kg lots £1.48 kg.

**Bismuth salts:** £ per kg.

	12½-kg	50-kg	250-kg
carbonate	4.68	4.50	4.45
salicylate	4.00	3.50	—
subgallate	4.30	4.10	—
subnitrate	4.25	4.05	4.00

**Bromides:** Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

\*Powder plus £0.02.

**Borax:** BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.

**Brucine:** sulphate £20 kg.

**Caffeine:** (50-kg) Anhydrous and hydrate £1.78 kg. **Calamine:** BP grade £291 metric ton for 250-kg lots.

**Cantharadin:** £75 per 100 g.

**Chloroform:** BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

**Chlorophenesin:** 50-kg lots £3.62½ kg.

**Cortisone:** acetate £0.25 per g.

**Dienoestrol:** 50-kilo lots £0.07 per g.

**Digoxin:** Up to 25-g lots £2.60 per g.

**Dimidium bromide:** 5-g lots £3.20 g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ephedrine:** (25-kg per kg) alkaloid £11.64; hyrdrochloride £9.25; sulphate £9.50.

**Fentichlor:** 50-kg lots £1.73 kg.

**Ferrous fumarate:** £0.50 kg for 50-kg lots.

**Ferrous gluconate:** £628 metric ton in 50-kg lots.

**Ferrous phosphate:** In kegs £0.46 kg.

**Glucose:** (Per metric ton in 10-ton lots), monohydrate powder £84; anhydrous £165; liquid 43° Baumé £70 (5-drum lots).

**Glycerin:** BP per metric ton—5-ton lots £234; 1-ton £237; 250-kg £243.

**Hydrocortisone:** Acetate or alcohol £0.25 g.

**Hydrogen peroxide:** 35 per cent, £130 per 1,000-kg.

**Hydroxocobalamin:** £5.25 per g.

**Hyoscine hydrobromide:** £314.25 kg.

**Hyoscyamine sulphate:** (100-g lots) £59 kg.

**Iodides:** (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

**Ichthammol:** 1,000-kg lots £0.52 kg.

**Iodine:** Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

**Iron ammonium sulphate:** 100-kg £205 per metric ton.

**Iron and ammonium citrate:** (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.

**Iron phosphate:** £470 for metric ton 50-kg lots.

**Isoprenaline sulphate:** 5-kg £16.50 kg.

**Methylated spirits:** In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

**Neomycin sulphate:** BP 5-g £27.50 g.

**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

**Parachloro-meta-xyleneol:** 50-kg lots BPC £0.94 kg.

**Paraffins:** (minimum 1-ton lots) liquid-BP £0.552 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

**Phthalylsulphathiazole:** 50-kg lots £1.60.

**Physostigmine:** 100-g lots salicylate £0.69 per g; sulphate £0.88g.

**Pilocarpine:** 1-kg lots hydrochloride £102; nitrate £95.

**Piperazine:** Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.

**Potassium bitartrate:** (metric ton) 50-kg lots £399; 250-kg £391; 1-ton £381.

**Potassium citrate:** £353 per metric ton.

**Potassium permanganate:** BP £0.22½ kg technical £0.21½.

**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylamide:** (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

**Sorbitol:** Powder £335 metric ton for over 250 kg.

**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.

**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

**Tartaric acid:** (Per metric ton) 50-kg lots £437; 250-kg £432; £428 ton.

**Terpineol:** 50-kg lots £0.47 kg.

**Theobromine:** Alkaloid £13.50 kg delivered.

**Theophylline:** (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

**L-Throxine:** £1.15 per g.

**L-Triiodothyronine sodium:** £2.50 per g.

**Zinc carbonate:** BPC 25-kg sacks £0.26 kg.

**Zinc chloride:** granular 96-98% £135 metric ton.

**Zinc sulphate:** heptahydrate £52 metric ton.

### Crude drugs

**Aconite:** Spot £1.025 metric ton; £980, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £265 spot; £230 cif. Curacao £760 spot; £700, cif.

**Balsams:** (lb) Canada: £1.85 spot; shipment £1.80 cif. Copaiba: BPC £1.20; Para £0.40. Peru: £1.02½; £0.92, cif. Tulu: BP £0.70.

**Belladonna:** Leaves £0.15 lb spot and cif. herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.

**Benzoine:** BPC £0.75 kg spot; £0.66, cif.

**Buchu:** No spot; £1.00 lb cif.

**Camphor:** BP natural powder £0.85 kg spot; £0.75, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

**Cascara:** Spot £325 metric ton; shipment £300, cif.

**Cassia:** Ligne, whole £620 metric ton cif.

**Cherry bark:** Nominal spot and shipment.

**Cochineal:** Tenerife black-brilliant £6.45 kg spot; Peruvian silver grey £5.10.

**Ginger:** (ton) Cochin £225, cif. Jamaican No. 3 £1,050 spot; £840, cif. Nigerian split £200 spot, £185 cif; peeled £300 spot; £280, cif. Sierra Leone, £250, cif.

**Gums:** **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £24 cwt spot. **Tragacanth:** (cwt) No. 1 spot £250, No. 2 £220.

**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

**Menthol:** (kg) Chinese spot £6; shipment £5.70 cif. Brazilian spot £375; afloat £365, cif; July-August £3.60, cif.

**Pepper:** (ton) Sarawak black £360 spot; £325, cif; white £510; £455 cif.

**Seeds:** (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390.

**Celery:** Indian £275; shipment £250 cif. **Corlander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Iranian £240 cif. **Dill:** Indian, for shipment £120, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal. **Fenugreek:** Moroccan £72 long ton, cif. **Mustard:** £60-£120 spot.

**Turmeric:** Madras finger £195 ton; £168, cif.

**Waxes:** (ton) **Bees'** Dar-es-Salaam, spot nominal; £610, cif; **Candelilla:** £570; £530, cif. **Carnauba:** fatty-grey £335, cif; prime yellow £665, cif.

### Essential and expressed oils

**Almond:** Drum lots £0.60 kg.

**Amber:** Rectified spot £0.33 kg.

**Anise:** Chinese £1.40 kg spot; £1.30 cif.

**Bay:** £5.95 spot, shipment £6.50, cif.

**Bergamot:** £9.35-£14 kg as to grade.

**Birch tar:** Rectified £2.35 kg.

**Bois de rose:** No offers.

**Buchu:** English distilled £210 kg.

**Cade:** Spanish £0.45 kg.

**Cajuput:** £1.20 kg on spot.

**Camphor white:** Spot £0.36; £0.31 kg cif.

**Cananga:** Java £5 kg, cif.

**Caraway:** Dutch £7.50 kg; English £21.50 kg.

**Cardamom:** English distilled £50 kg; Indian £46.50.

**Cassia:** Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

**Celery:** English £26 kg; Indian £19.

**Cinnamon:** Ceylon leaf £1.45 spot, £1.38 cif, Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

**Citronella:** Ceylon spot £1.05 kg; £0.96, cif.

**Chinese:** £1.05 spot; £0.94, cif.

**Clove:** Madagascar leaf £1.15 kg; £1.08, cif. English distilled bud £17.60. Stem oil £5.50 kg, cif.

**Cod-liver:** BP in 45-gal lots £28.80 naked.

**Corlander:** £8.80 kg spot.

**Cubeb:** English, £13.50 kg.

**Dill:** £5.70 kg spot.

**Eucalyptus:** Chinese 80-85 per cent £0.66 kg in bond £0.62½, cif.

**Fennel:** Spanish sweet £2.09 kg.

**Geranium:** (kg) Bourbon £15.50; Congo £13.75.

**Ginger:** English distilled £40 kg; Indian £16.50.

**Juniper:** Berry £3.08 kg; wood £0.55.

**Lavandin:** £2.76 kg spot.

**Lavender:** French from £4.40 kg.

**Lavender spike:** In 1-metric ton lots £3 kg.

**Lemon:** Sicilian £3.26 kg as to quality.

**Lemongrass:** £1.95 kg spot; £1.72, cif.

**Lime:** West Indian £7.70 kg spot; £7.15, cif.

**Mandarin:** £5 kg.

**Nutmeg:** East Indian £4.95 kg. English distilled from West Indian £12, from E Indian £13.15.

**Olive:** £344-£347 metric ton, fob, Spain; spot £395-£405 long ton, duty paid ex wharf.

**Orange:** Sweet £0.54 kg spot; bitter from £3.15.

**Palmarosa:** £7.50 kg spot, £7, cif.

**Patchouli:** Spot £4.25-£5.00 kg.

**Pennyroyal:** £2 kg, new crop.

**Pepper:** English distilled ex black £32.50 kg.

**Peppermint:** (per kg) Arvensis Chinese, spot unobtainable; cif £2.30 Sept-October. Brazilian £1.60 spot; £1.45, cif. American Piperata from £2.55.

**Petitgrain:** £3.35 spot; shipment not quoted.

**Pimento:** Berry £4.90 kg; leaf £4.25.

**Pine:** (kg) Abietis £3.75, pumillonis £6; sylvestris £1.62.

**Rosemary:** Spanish £1.90 kg, scarce.

**Sage:** Spanish nominally £4 kg spot.

**Sandalwood:** Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

**Spearmint:** American from £5.30 kg, cif; Chinese spot nominal; shipment £3.80, cif.

**Thyme:** Red £3.50 kg; white £4.



# LETTERS

## The ups and downs of pricing

No longer being in retail practice, I was recently stung into activity by being "over-charged" for a tube of Trugel. I carried out a small price survey on the product in central London and two outer suburbs.

The manufacturer's recommended post-budget price—notified by the C&D price supplement on April 1—is £0.22. The prices at which the product was offered were: "Cut-price" shop £0.20; Cross & Herbert (suburban) £0.22; Boots (suburban 1) £0.23; Boots (suburban 2), independent suburban pharmacy and Woolworth's (suburban) £0.24; Woolworth's (central London) £0.26. Branches of large multiple grocers visited did not stock the product.

So it would appear that Mrs Average Consumer buys at above the recommended price, making nonsense of the resale price maintenance abolitionists' claims—but then didn't we pharmacists predict this situation from the beginning?

The lesson retail colleagues might learn from my experience, however, is that price competition does not necessarily mean price "cutting". If I may offer a little advice, keep an eye on your neighbour, and ensure your customers always get value for money on every purchase.

I know that as a consumer on the other side of the counter, I prefer to shop where I can rely on getting value—"shopping around" can be so demoralising!

**Feeling cheated**

## Prescribers' lapses

Mr W. Hook ("Quiet diplomacy", last week), underlines the obvious when he quotes the pharmacist's duty to protect the patient against "a lapse on the prescriber's part". He is not justified in extrapolating that duty to other than that occasional lapse. I fail to see the

application of this principle to over-prescribing by a doctor. Much slovenly prescription writing may be due to the doctor's reliance on the pharmacist to sort out his intentions. An unhappy example of this occurred recently.

**E. Cerrino**

Gamlingay, Sandy, Beds

*The incident referred to involved a service committee decision. A pharmacist changed tablets which, in the committee's view, had been wrongly prescribed because of the doctor's practice of taking the name from bottles of tablets previously supplied. The pharmacist had not contacted the prescriber before making the change—Editor.*

## Rifle success

Thanks in part to your kindness in publishing a letter from me last year, pharmacists all over the country have been able to take part in a competition for small bore target rifle shooting.

An enjoyable and successful winter's indoor competition was held in which fifteen pharmacists, male and female, took part. The winner of the Pharmaceutical Challenge Trophy Shield was Mr. S. Cohen Radlett Herts, closely followed by Mr R. W. A. Davies, Romford, Essex.

The competition will be held again, starting in November this year.

**D. J. McIntosh**

Bishopmill Pharmacy, 20 North Street  
Bishopmill Elgin, Moray

## VAT policy

Your report "Examine pricing policy advises VAT Minister" (June 17) is most illuminating. "A wrong policy could help competitors to progress" (my italics), it said. You also quoted the Minister as saying that many chemists have written about the problem of tax paid stocks but they are "some nine months behind most of the people who had written about it". A quite pregnant but ominous period to quote!

If the Minister had only passed the buck, one might see something in mitigation. But he does not seem even to ask industry to see that sale or return terms

are offered. Does one take it that competition may well render that unlikely? If it is significant now, price competition will certainly be more so after VAT, with our obligations. All pharmacists should take note if they wish to safeguard their security.

**Perturbed**

## BUSINESS Q & A

*I am considering converting my business into a private limited company with my wife, son and self as directors. What are the advantages and disadvantages of doing this?*

The main advantage is, of course, the limitation of liability, so that the private assets of the businessman cannot be taken to discharge the company's debts. In addition, a company as a separate person in law continues regardless of the death of a participant, or indeed a change in ownership of the shares. In addition, there may be certain tax advantages, though this would be dependent upon the level of profits earned. A further point is that the existence of a company usually facilitates the making of arrangements to avoid death duties.

The disadvantages are the somewhat greater cost of administration and the greater formality of the company structure. It is necessary to file accounts and to submit returns to the Registrar of Companies. The corporation tax represented a considerable disincentive to small companies, but with its reform this aspect of the problem should tend to disappear.

### Advance information

**Royal Society of Health**, Dorchester Hotel, London, on September 29. Annual dinner, cabaret and dance. **RSH Pharmaceutical group Luncheon Club**, Café Royal, Regent Street, London W1, on October 11, Mr C. C. Stevens on "Codification of drug legislation and control". On December 6, Professor C. S. G. Grunsell on the need for control of animal medicine.

# ORALCER

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Taylor's SEVNOLS FREE

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National advertising all year round



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WITH C.W.E QUALITY PRODUCTS. OUR INGREDIENTS HAVE PROVEN THEIR SUCCESS WITH THE PUBLIC, PARTICULARLY THE ENTHUSIAST. THIS IS BECAUSE THE FINEST WINE IS SIMPLY MADE AND AT THE RIGHT PRICE. THIS MARKET IS FOR YOU. PLEASE ENQUIRE THROUGH YOUR USUAL WHOLESALER OR DIRECT TO:



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Chemist and Druggist,  
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Telephone 01-353 3212

**Circulation** ABC  
January/December 1971 15,167

## Announcement

### HAROLD MITCHELL & COMPANY LIMITED

announce the re-opening of their business on  
**3rd JULY**

in temporary premises at **Apollo Road, Belfast**  
**BT12 6QS.**

Our thanks are again due to all customers and suppliers whose tolerance and co-operation has made it possible to resume full trading once more.

**Tel : Belfast 668952, 668953, 669348, 669349**



# Classified advertisements

## Situations vacant

### STRONG EXPERIENCED SALESMEN

—ca. £2,000

The Toiletries Division of a major Group urgently seeks three strongly motivated, well trained Chemist Salesmen, 22-35, with a minimum of 3 years' selling experience to the Chemist and/or Grocery Trades. The Company, many of whose products are market leaders, enjoys an excellent Trade and Employer image. Salary, bonus and other benefits are above average and the Division's dynamic growth offers attractive promotion prospects to men of the right professional calibre. Territories are: Home Counties North—Middlesex, Herts, W. Essex and N. London. Home Counties West—S. Bucks, W. Middlesex, Surrey and N. Hants. Perthshire and Fife. Quote Ref: TTS/CD.

Telephone—daytime or evenings—to  
Mr Elliott Clarke  
(01-449 8212)  
or write in complete confidence to:  
Key Appointments,  
30 Baker Street, London, W1M 2DS.

### ASSISTANT TO DEPARTMENTAL MANAGER

#### COMMODITY TRADING

An old established city merchant house have immediate vacancy for assistant to departmental manager. Applicants having experience in, or knowledge of, produce, essential oils and minerals or similar commodities will be considered.

This is an interesting, progressive position for man aged 20/35, offering attractive salary and other benefits. Write in confidence to Box No. 1970.

Production Manager required by Manufacturing Chemist in Nigeria. Experience of tablet production essential. Initial tour of duty 3 years. Applications Box 1971.

#### WHOLESALE CHEMISTS

Require experienced additional staff in all departments.

Apply General Manager,  
I. & N. Rabin Ltd.,  
189-190 Shoreditch High  
Street,  
London, E.1.  
Tel: 01-739 3411.

#### PROPRIETARY & PATENTS BUYER

wanted for wholesale chemists intending expansion. Apply:  
Managing Director,  
I. & N. Rabin Ltd.,  
189/190 Shoreditch High  
Street,  
London, E.1.  
Tel: 01-739 3411.



## LANCASTRIA

Pharmacist required to manage a Brand-New Modern Pharmacy soon to be opened in

### LEYLAND, LANCS.

Near Group Practices of Five Doctors. The facilities provided will be to the very high standards of our recent developments, combining tasteful decor with attractive working conditions. This is a progressive Organisation where red-tape is shunned and paper-work is kept to a minimum. Adequate supporting staff will be provided. Superannuation scheme with transfer clause. Applications to The Superintendent Chemist, c/o Pharmacy Office, Victory Road, Blackpool, FY1 3JS. Tel: Blackpool 25202, ext. 287.

## Hospital appointments

#### NEWPORT (MON) HOSPITAL GROUP

There are vacancies in the Pharmacies in the Group as follows:  
**ROYAL GWENT HOSPITAL**, Newport (426 beds)

##### SENIOR PHARMACIST

based at this hospital, but who also will perform a tour of duty at St Woolos Hospital, Newport (General—326 beds) and St Cadoc's Hospital, Caerleon, Near Newport (Psychiatric—516 beds). Salary £1,689-£2,100. The post provides excellent experience and a ward pharmacy scheme is in operation at two hospitals, and is being implemented at the 3rd. A LOCUM Pharmacist is also required at the Royal Gwent Hospital. Salary £36.45 weekly.

**LLANFRECHFA GRANGE HOSPITAL**, Cwmbran, Nr Newport (524 beds for mentally handicapped patients).

##### PART-TIME PHARMACIST

required, working up to 24 hours weekly. Salary £3.97 per 4 hours.

##### APPLICATIONS

Please apply, quoting two referees and the post concerned, to the Group Secretary, 64 Cardiff Road, Newport, Mon.

#### LEWISHAM HOSPITAL, High Street, London, SE13 6LH

**SENIOR PHARMACIST**  
required to take charge of small-scale sterile products laboratory. An opportunity would also be given to obtain experience in other sections of the department including ward pharmacy.

**PHARMACIST**  
required for varied duties in a busy department including ward pharmacy. An interest in quality control would be an advantage. Pre-registration students eligible to apply. Single accommodation is available and opportunities for further study will be given.

Apply to Chief Pharmacist,  
Lewisham Hospital, London, SE13.

Please quote ref 737.

#### NORTH MIDDLESEX HOSPITAL, SILVER STREET, LONDON, N18 1QX

**SENIOR PHARMACIST** for modern Pharmacy Department in large general hospital. Applications stating age, experience, qualifications and giving names and addresses of two referees to the Secretary.

## Situations wanted

Cosmetics — Perfumes — Toiletries. Increase sales. Senior Salesmen fully experienced all agencies—stock control. Keen conscientious worker. Box 1969.

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MANUFACTURING business returning about £9,000 p.a. and making a Net Profit of £2,200 p.a. plus, entirely under Management. Very low overheads and considerable scope. 75% of Trade is from Export. Audited Accounts available. Price required for Goodwill £2,500. Business can be conducted from the Midlands or could be moved, if required by purchasers. Further details will be supplied on request to genuine enquirers. Apply Box No. 1961.



# Classified advertisements

## Official appointments

IRELAND  
NATIONAL DRUGS ADVISORY BOARD  
Vacancy for

### INSPECTOR

Duties: Inspection of Pharmaceutical Manufacturing Plants and Processes as part of a national scheme of quality control.

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Age: Maximum 55 years on 1st April, 1973.

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Applications, with particulars of experience and qualifications, to reach the Secretary by 14th July, 1972.

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Tablet counters, Triangular, Stainless Steel.	
Type 'A' Two walls	6" side 70p
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or £2.20 per set	10" side 90p
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	8" side 90p
or £2.50 per set	10" side £1.00

Capsule counters, Stainless Steel	
Rapid and accurate counting in multiples of ten	5" x 3 1/2" 85p
or £1.80 per set	7 1/2" x 3 1/2" £1.10

Bottle label stripper  
White enamelled steel platform 10" x 6". Supports bottle and catches stripped labels in tray. Complete with plastic handled cutter and five spare blades, £2. Spare cutter 25p. Spare blades 5 for 20p.

Label moistener  
Fitted with bristle brush for all over moistening of labels up to 6" wide at one flick with no unstuck corners. Will give a lifetime's use, £3.80.

Graduated Measure Jugs, Stainless Steel.	
2 1/2 litres, 80 fl oz	£3.50
4 1/2 litres, 160 fl oz	£5.00
or £8 per set	

All prices include post and packing  
**CRIPPS & BROWN LTD.**  
64 HIGHFIELD LANE, BIRMINGHAM 32.

Our address for Box No. replies is  
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25 New Street Square,  
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Tel: 01-353 3212**

## Business opportunities

Owners of pharmaceutical-cosmetic products long established under well-known trademark seek new products to be sold under same trademark or prepared to acquire similar Company with small or moderate turnover £10,000/£50,000. All replies treated in strict confidence. Write Box No 1968.

## Wanted

**WE PURCHASE** surplus and redundant stocks of every description, especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

**WANTED:** Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLackfriars 9432 (5 lines). Bankers, Midland Bank, Ltd. C 613

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Complete Chemical, Biochemical, and Micro-Biological investigations, for all branches of the Food, Pharmaceutical, and Drug Industries, using the latest techniques of Chromatography, Infra Red, U/V, and Atomic Absorption Spectroscopy, in addition to all standard Analytical procedures. Highest resolution Black/White, and Colour Photo-Microscopy. Our qualified staff, will be pleased to discuss any problem, from a simple analysis, to a full scale Research and Development Project.

In the first instance, please write or telephone our Technical Director.

Dept. "C",  
**ROCK BANK LABORATORIES,**  
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PREPARATION of annual accounts, taxation liability advisers and book-keeping service offered. Box 1967.

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### DEFERGEL

For premature ejaculation  
Retail 75p per tube  
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Showcard free on request.

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The Trade Mark No. 709179 consisting of the word CRINX and registered in respect of "Medical and surgical plasters, bandages and dressings; and bandaging material" was assigned on March 1, 1972 by T. J. Smith & Nephew Limited of 101 Hessle Road, Hull, formerly of Neptune Street, Hull to Smith & Nephew-Southalls Limited of Bessemer Road, Welwyn Garden City, Hertfordshire: WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.

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Gross 2000T	£5.36	£9.92
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NCR 22X	£5.57	£9.99
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NCR 31Z	£6.73	£12.42
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Olivetti Prima 20	£6.45	£9.75
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Cash with order—Rolls by return		
<b>CASHADD, 61 Liverpool Road,</b>		
<b>Irlam, Lancs. Tel: 061-775 2493.</b>		

## Stock wanted

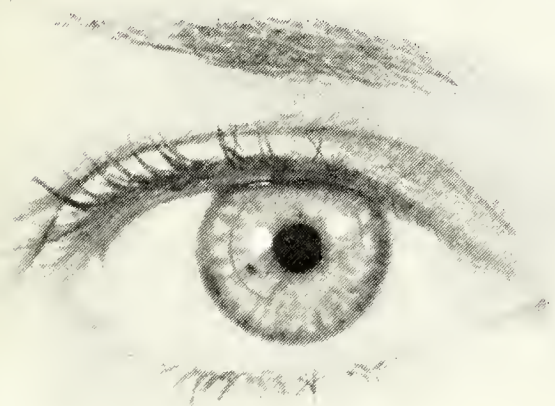
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HAVE YOU SOLD YOUR  
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We will buy any quality and branded goods from you, anywhere in the United Kingdom. Cash transactions only. Apply Box 1963.



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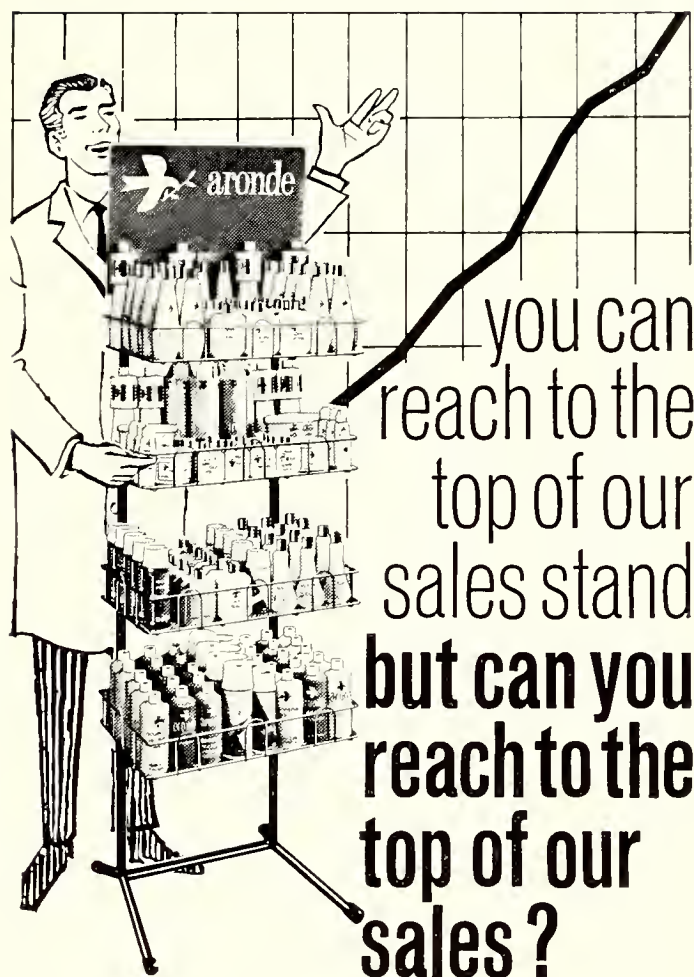


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This unique formula gives the lens wearer increased comfort by quickly rewetting and cleaning blurred lenses WHILE THEY ARE STILL IN THE EYE!

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Our **sales** stand means just that. Sales.

If you haven't already got one — *now* is the time to ask 'Why not'. And the time to ask yourself if you're stocking enough Aronde cosmetics and toiletries to meet the demand! There's a wide wonderful range that will push your sales (and profits!) sky high. A range that's used by the top salons and top models. They can't be wrong. But they still watch 'value for money' . . . they know that although Aronde is *not* expensive, it's as good as many of its *expensive* counterparts. That means more customers! That means more sales. Which is what we said at the beginning!

**aronde** If you want to know more about Aronde and *your* success story — just post this coupon for one Aronde representative and one *free* Aronde sales stand!

		Please send my local Aronde representative without obligation.
To Aronde Laboratories Ltd., Sherbourne Avenue, Ryde, Isle of Wight. Tel: Ryde 3761		
Name _____		
Address _____		
CD/1/7/Y		



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Bloomsbury Way, London, WC1.  
Telex: 23825 Cables: ANGLODAL London.

